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MEYER DRUGGISTS

Vol. XLIII, No. 4

APRIL, 1922



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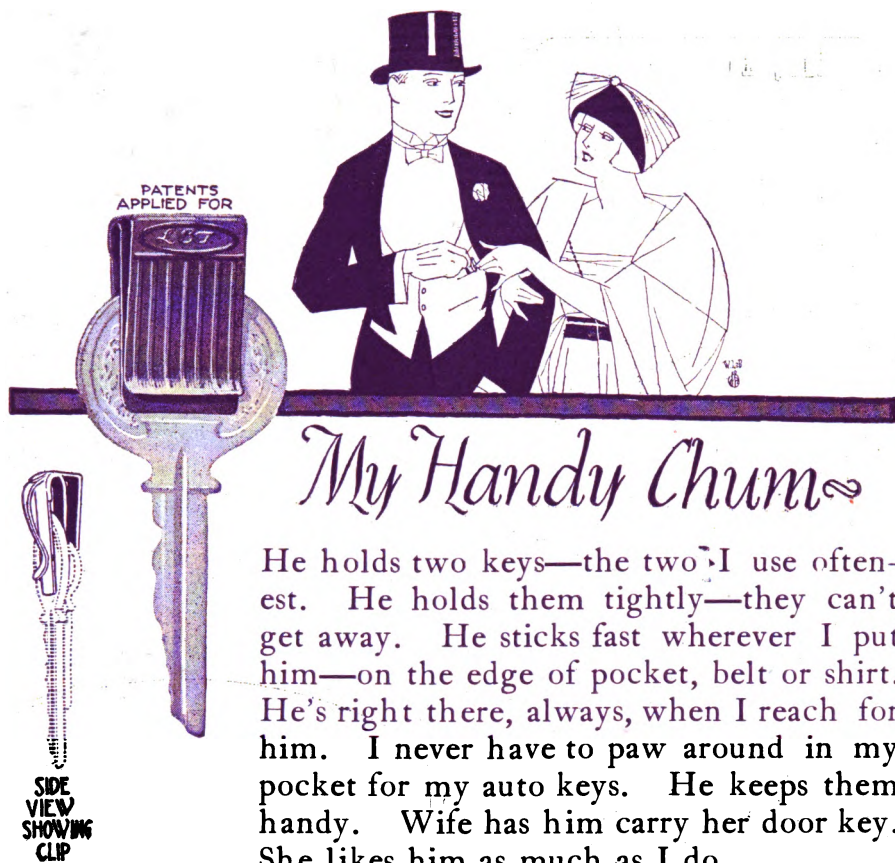
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MEYER BROTHERS DRUG COMPANY

ESTABLISHED 1852

SAINT LOUIS

- The Largest Drug House in the World -



My Handy Chum

He holds two keys—the two I use oftenest. He holds them tightly—they can't get away. He sticks fast wherever I put him—on the edge of pocket, belt or shirt. He's right there, always, when I reach for him. I never have to paw around in my pocket for my auto keys. He keeps them handy. Wife has him carry her door key. She likes him as much as I do.

He's a "choosey" chum—you'll always find him in good company. The leaders, both men and women, have picked him at sight as a winner.

**25c in Solid Bronze, nickled
Also in Silver and Gold at Jewelers'
(For Men and Women)**

Precisely and beautifully made. Lasts a lifetime. Buy your KEY-KLIP now, and be enjoying the use of it. If your dealer can't supply you, send his address and 25c and we'll mail it postpaid.

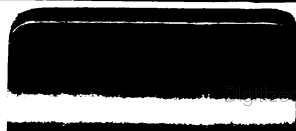
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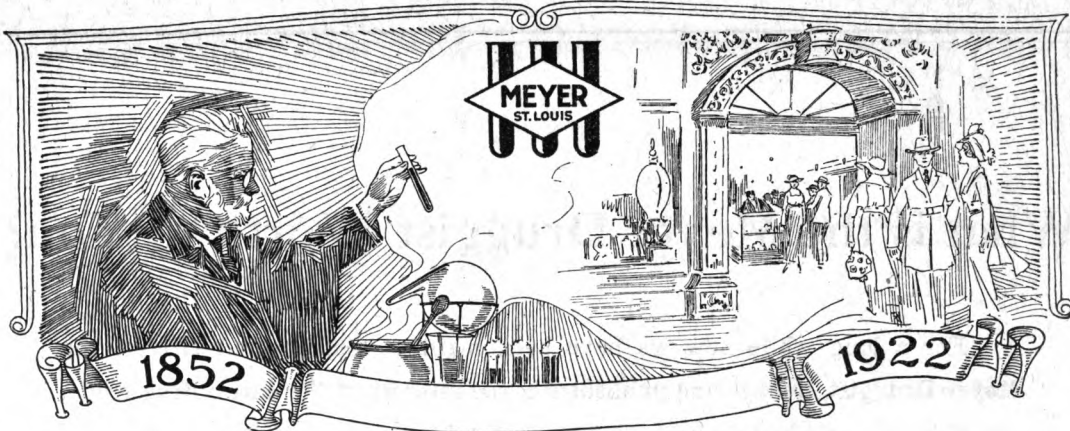
2125 Locust Street

St. Louis, Mo.

Dealers write for our proposition.

Key-Klip





Meyer Druggist

Up-to-the-Minute With Real Knowledge In It

Vol. XLIV

ST. LOUIS, APRIL, 1922

Number 4

The Druggist is More Than a Druggist



Associated with the slogan, "try the Drug Store first," is a very appropriate slogan, "Your Druggist is More than a Merchant." We have dwelt at frequent intervals on the fact that a druggist breathes a spirit of service to humanity in general which is over and above and beyond that of the merchant who merely supplies merchandise. The retail druggist should never lose sight of this, either in preparing for the responsible position which he will hold in the community or when making charges for service based on pharmaceutical knowledge, technical skill and conscientious service of a professional nature.

He should impress his customers with the fact that "Your Druggist is More than a Merchant." At the same time, he should realize that, in order to maintain a successful retail drug store to-day, it is necessary for the druggist to be "more than a druggist." He must be a merchant and handle goods in competition with department stores, confectionery shops, soda fountain corners and numerous other lines of retail business. The training which the druggist has in a professional way leads him to appreciate the value of merchandizing service as well as the dispensing of remedies. He has the confidence of the community not only in regard to his pharmaceutical skill but also as a person of veracity and more than ordinary ideals.

This training in pharmacy will lead him to handle only the highest grade of merchandise, that which gives real service to his customers and helps build up his reputation as a druggist as well as a merchant.

What is the Meyer Druggist Worth to You?

For a long while now we have been mailing you, without charge, the Meyer Druggist, a magazine published in the interest of the entire drug trade.

Naturally, this publication is prompted by the selfish desire that through its influence it should draw us more closely to the drug trade of the country, on whose cooperation and patronage we are so largely dependent.

We believe that the Meyer Druggist has considerable value to those who read it. It keeps them in closer contact with conditions prevailing. It acts as a connecting link between the various agencies in the drug field.

The Meyer Druggist has, for almost half a century, made its regular monthly appearance, and we want this old friend to greet you for many years to come. Our ambition is to have it serve a definite purpose. To appeal to the drug trade generally; to be a real messenger for good and to be a developing factor for the druggists in the upbuilding of that splendid profession.

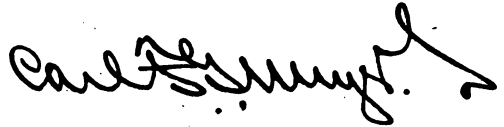
We, therefore, invite your friendly criticism and your suggestions. If you feel that in some respect the Meyer Druggist might be improved, won't you give us the benefit of your thoughts? If you believe that there are details that are overlooked, please call them to our attention.

A DISSEMINATOR OF PROFITABLE INFORMATION

We want our friends to anticipate the coming of the Meyer Druggist as they would the coming of a real friend.

We have the desire to make the publication the best of its kind in the drug field. Won't you let us have either your criticism or otherwise your expressions of approval so that we may be encouraged to continue our best efforts for the good of all?

Yours very truly,



President, Meyer Brothers Drug Company

HE WHO WINS

The man who wins is an average man,
Not built on any particular plan,
Not blest with any particular luck—
Just steady and earnest and full of pluck.
When asked a question, he does not guess,
He knows and answers "No" or "Yes";
When set a task the rest can't do,
He buckles down till he puts it through.
Three things he's learned; that the man who tries
Finds favor in his employer's eyes;
That it pays to know more than one thing well;
And to hold the tongue when others tell.

So he works and waits till one fine day
There's a better job with better pay;
And the men who shirked when'er they could
Are bossed by the man whose work made good.
For the man who wins is the man who works,
Who neither labor nor trouble shirks,
Who uses his hand, his head, his eyes,
The man who wins is the man who tries.

—Door-Ways.

April Begins with Better Business

Business Tendency Upward in Volume with Quick Turn-Over



The Optimist as Seen by the Pacific Drug Review Artist.

Quick Turnover Now Essential

Alf. W. Pauley, corresponding secretary of the St. Louis College of Pharmacy in a recent address said: "The merchandising problem plays a very important part in the advertising and marketing program of the manufacturer. The manufacturer and dealer had little difficulty in making money during the war when goods carried on the shelves enhanced in value so rapidly that retarding the sale of the merchandise meant additional profit. We find, however, that on a declining market we are confronted with an entirely different situation, which means that unless the manufacturer and dealer turn their merchandise rapidly, profits do not accrue."

Things Financial Look Decidedly Better

Conditions are created very largely through the influence of the mind which, in turn, is influenced by word of mouth even more than by the printed word. Retail druggists, the country over, should understand that optimism easily begets optimism, while pessimism never fails to increase pessimism.

The United States trade for 1921 has been summed up and shows a big balance favoring the United States. This is true, notwithstanding the decline of 45% in exports and 52% in imports for 1921 over 1920.

March has been a most encouraging month, for there has been uniform improvement in practically all of the fundamentals which indicate the trend of purchasing power. The business situation has been brightened decidedly by the rise of farm products, which has taken place during the past few weeks. This advance is of greater significance than any other development which has occurred since the price of farm products broke in the fall of 1920. This may be looked upon as a burst of real business sunshine.

Do Not Lament—Be Cheerful

Dr. W. F. Gephart, vice-president First National Bank of St. Louis says: "Many of our people are becoming impatient that normal business activity and prosperity are not restored in our own country to that degree to which they have become accustomed. There is little cause, however, for complaint as to the general situation when we contemplate how much worse it might have been and, indeed, promised to be eighteen months ago. After good time and season we shall look back on this period and be devoutly grateful for what we escaped rather than lament for what we experienced.

"Business men, bankers, and financiers have gone through a period which has tested not only their banking and financial institutions but has placed an unusual strain upon the ability of the individual business man. Great credit will be reflected upon us for the record which we have made. The situation is growing better almost daily, although the impatient American business man is likely to think it is at a slow pace. Nevertheless there is scarcely any comparison between the general financial and credit situation to-day with that of eighteen months ago."

—3—

Lay Stress on Courtesy

The courteous merchant, no matter what the line of goods, has a great advantage over the one who does not value courtesy in business. A gruff, uncouth druggist may bluster his way along for a short time, but the customers will soon seek other stores. This courtesy should be demanded of clerks and practiced by the proprietor without exception. All customers should be treated with equal courtesy and attention.

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A Dependable Olive Oil

Maltese Cross Olive Oil Pleases the Customer



Miss Amie E. Reiss Devotes her Time and Energy to the Exploitation of Meyer Brothers Maltese Cross Olive Oil

Every cask of Maltese Cross Olive Oil, as received from Nice, France, is given a rigid test in the analytical laboratory of the Meyer Brothers Drug Company.

Olive Oil as Old as Civilization.

While proof seems lacking, we can easily believe that Noah's dove plucked the olive branch from a bit of favored vegetation that had survived the Flood, all else having perished, and from that day to this the olive and its oil have grown in importance through the varied stages of civilization, remaining one of the favored articles of food and medicine.

No one seems to dispute that it is a native of Syria and the Levant, and though but carelessly tended, there are groves in Asia Minor today that have been bearing intermittently for several hundred years.

Even in those early days the merits of the olive were recognized, particularly for its medicinal qualities, and because of its yield of oily matter so essential to healthy life in hot, dry climates, the tree became the symbol of peace and good will.

The olive oil industry has become one of the most important of France and Italy. Great care is used in the cultivation of the groves; the trees are carefully planted and nurtured, regularly fertilized and pruned, and at the time of harvest great attention is given to the selection of only perfect, ripe fruit. The pressing is an interesting stage of oil manufacture, and while the methods have been slightly changed and improved, the principle is the same that used by the ancients. The oil obtained from the first pressing is the Virgin Oil and is the finest quality of edible oil of commerce. Maltese Cross Olive Oil is this, and more, for it bears the distinction of being one of the very few oils in the press of which the kernel is not included. When the kernel is pressed with the meat it contributes slightly bitter taste, which is entirely absent in Maltese Cross.

(Continued on page 74)

What Every Druggist Should Know

Be Careful of the Magazines you Sell

The news department is an important one in many retail drug stores. That it may get the proprietor into difficulty is evidenced by a report made by W. Bruce Philip to the druggists of California. What has happened on the Pacific Coast may occur in any other section of the country. We suggest that the following warning sent out by Mr. Philip be carefully read and observed by all the trade:

"This office has received information that the police department in one of the large southern cities and in one of the northern cities has caused the arrest of dealers selling certain magazines containing articles not fit to be read. We realize that the druggist who sells magazines takes them as he receives them from the wholesale dealer, and without inspection places them on his shelves or magazine rack for sale. We have endeavored to obtain a list of these magazines from the chief of police in the different Bay cities, but have been unsuccessful. They are all emphatic that at least some of these magazines should not be sold, and expect to make a clean up in the near future. We suggest that you place an order with your wholesale news company telling them not to send you magazines of questionable character, and to go thru those on hand and return for credit any that in your opinion belong to this class. Let this one warning be sufficient."

Watch Your Law-Makers

"Governed to Death" is the title of an editorial published in The Urbana Daily Courier of March 2, 1922. After reviewing the subject of legislation in a general way, the editor concludes the editorial by saying: "Outside of Bolshevist Russia, the American people are the most government-ridden people in the world, and every session of Congress, every session of state legislature, marks an extension of the system."

"Among the indictments against George III in the Declaration of Independence was this: 'He has erected a multitude of new offices and sent hither swarms of officers to harass our people and eat out of their substance.'

"If George III could see the armies of officers of the American people under its own government that they have allowed to be imposed upon them, to harass them and eat out of their substance, he would be astonished at his own moderation. What the fathers refused to endure the sons submit to as meekly as a flock of sheep.

"The American people are in a process of being governed to death as well as taxed to death, in order to support the armies of office holders who have undertaken to regulate them from the cradle to the grave. What makes the matter immeasurably worse, they seem to have lost their capacity for resistance to the ever-widening rule of bureaucracy."

What Next ???

In the Department of Perspective, the Industrial Digest for March 18, 1922, gives prominent space to the following:

"Those who, having been confused by contradictory predictions, are in for an "excess prophets tax" will read the following from the Menu of the Mannan Smith supply Company with added interest. We make no comment on its authenticity or accuracy."

"There will be temporary spurts this fall, providing we have fairly good crops, providing the deflation in prices of farm products and inflation in prices of building materials are brought nearer in balance.

We are going to have good crops, providing it is not too hot, too cold, too wet or too dry.

The crops will be marketed, providing the farmer is furnished sufficient cars.

He will be furnished sufficient cars, providing the railroad companies have enough.

The railroads will have enough, providing they can get the men to repair them.

They can get the men, providing they will work.

The men will work, providing they are satisfied with the wages offered.

They will be satisfied with the wages, providing they cannot obtain greater wages doing something else.

They can make more money at something else, providing there is something else.

There will be something else, providing everybody can get work.

Everybody can get work, providing prices of material and labor are reduced sufficiently to make building attractive.

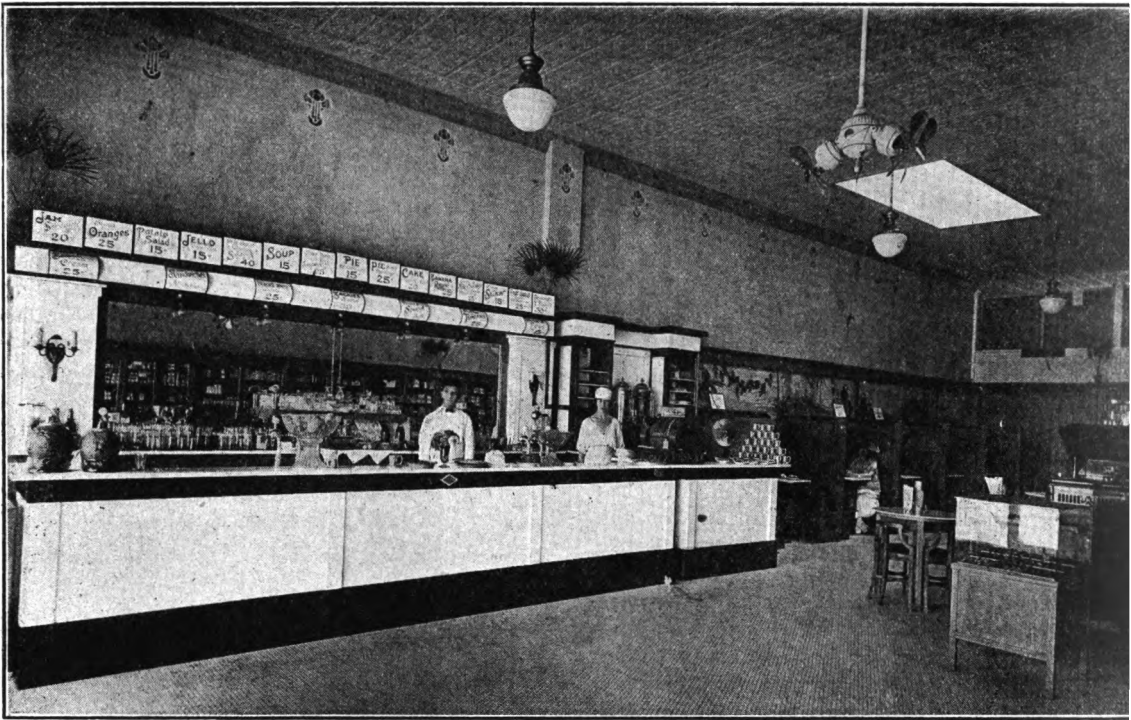
Prices of material will be reduced, providing the demand of labor is decreased.

The demand will continue to show a decrease, providing confidence is not restored. Confidence will be restored, providing Manufacturers, Distributors and Dealers will get back to a reasonable margin of profit. . . . That's all there is to it—clear as mud—funny some one hasn't thought of it sooner."

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Develop Soda Water Trade

Do Not Let a Paying Trade Slip Away from Your Store



A Money Making Fountain in the Zackle Pharmacy at Drumright, Oklahoma

Phosphate Beverages.

Examination of certain products sold or labeled as phosphate beverages shows the presence of little, or no phosphate acid or acid phosphate, says the Soda Dispenser. A product sold or labeled as a phosphate beverage which does not contain an appreciable amount of phosphate acid or acid phosphate is regarded as in violation of the Food and Drugs Act. This is not intended to exclude, in products of the above character, the use of other acid material commonly used in the preparation of beverages, provided such does not result in the introduction of any poisonous or deleterious ingredient.

Keeping Down Verdigris

On the inside of many fountains all is not as clean as the outer view. My outfit is five years' old, says C. G. Bassman in the Druggists Circular, and I had been troubled to keep down verdigris on it until I hit upon the following plan:

Ice boxes, soda cooler compartment and anything the green shows up on, wash well with good hot water and scrape on a little sand soap (hand cleaner). Go over with denatured alcohol, allow to dry thoroughly, and give two good coats of aluminum paint twelve to twenty-four hours apart. If the places are

very bad, use household ammonia first to get verdigris off.

Is Your Fountain Sanitary?

Sanitation is now being recognized as necessary in the maintaining of health. The science has developed to that extent whereby we recognize sanitation in every occupation. The drug store should be particularly sanitary and a sanitary soda fountain is one of the very best of advertisements for a store.

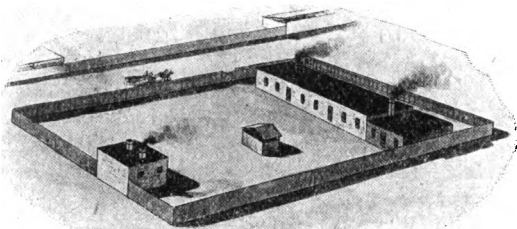
A physician's sign may be old and weather-beaten without detracting from his reputation as a practitioner. A drug store may have an old and honor record but if it looks in any way dilapidated or out of date, the customers lose confidence in the pharmacist. What is true of the drug store in general applies in a somewhat similar way to the soda fountain. An up-to-date soda fountain, pleasing in appearance, is appetizing and attracts the thirsty customer. Even the most untidy person prefers to be served at a clean and handsome fountain.

These are only a few of the essential things we go to make up the money-making fountain trade. By inviting criticism and keeping in close touch with your customers, you will gradually learn of the considerations.

World Drug & Chemical Market

A Remarkable Development in the Chemical Industry Of Saint Louis

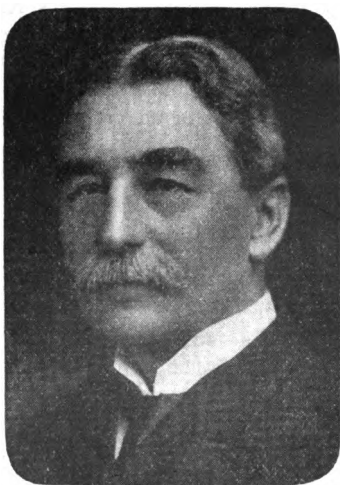
Mallinckrodt Chemical Works



The original plant as established in St. Louis in 1867.

From the modest beginning the company has gradually grown and developed into one of the largest industries of this kind in the United States. The main plant is located in St. Louis on the site where it was originally started, now covering several acres, in addition to adjacent warehouses and storage facilities. The company has another manufacturing plant in the suburbs of Jersey City, New Jersey, from which the Eastern trade is advantageously supplied.

In New York City, in the Mallinckrodt Building located at the corner of Platt and William Street, is the New York or Eastern Division of the Company that serves the business of the concern in the Eastern and Atlantic Coast States.

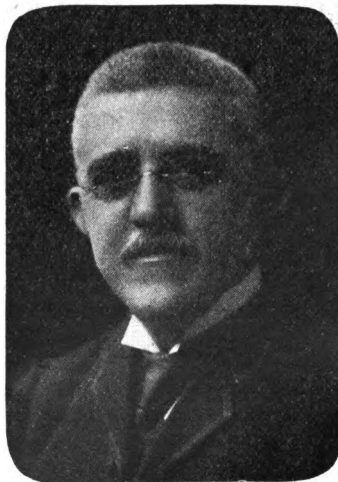


Mr. Edward Mallinckrodt

The Mallinckrodt Chemical Works, Ltd., is located in Montreal, Canada, with a branch office at Toronto

and from these centers the Canadian business is handled. A branch is maintained at Philadelphia, and offices at Chicago; Havana, Cuba; Rio de Janeiro, Brazil; Buenos Aires, Argentina; and Mexico City, Mexico.

The extensive business of this concern is chiefly the result of the untiring energy of Edward Mallinckrodt, Sr., who is not only an able and highly trained chemist, but possesses therewith, which is rather an unusual combination, extraordinary business acumen and a wide knowledge of commercial affairs.



Mr. Oscar L. Biebinger

During this period of energetic development and constructive work he has been most ably assisted by the Secretary of the Company, Mr. O. L. Biebinger, whose wide and intimate knowledge of business and financial matters have proved of much value to the concern. Mr. Biebinger has been associated with the firm almost since its original inception. Edward Mallinckrodt, Jr., is Vice-President of the Company and for a number of years has been actively connected with its affairs, relieving his father and perpetuating the work that he has so ably inaugurated. Mr. H. W. Huning, Manager of the Sales Department, has been associated with the Mallinckrodt Chemical Works over fifty years and his valued services are recognized by everyone familiar with the affairs of the Company.

"We are endeavoring to excel" was the slogan originally created by Mr. Mallinckrodt in connection with the Publicity Department and to this principle

(Continued on page 28)

A DISSEMINATOR OF PROFITABLE INFORMATION

A Commendable Spirit Of Fraternity

Cooperation Essential In Solving Business Difficulti



Meyer Brothers Young Ladies' Bowling League is one of the Many Evidences of Cooperation and Spirit of Good Fellowship in the Largest Wholesale Drug House in the World.

The spirit of fraternity and evidence of cooperation in the House of Meyer is brought out by the Meyer Brothers Young Ladies' Bowling League which finished the first season with a dinner at the Plan Hotel, the evening of February 23.

This is the first league of the kind in the House of Meyer and the members were without experience bowling when the season opened last fall. They soon become expert and several made high records.

This accomplishment was the result of that same application and interest which is universal among employees of the firm. The League consists of twenty-four members, of whom Miss Etta Sauer is president and Miss Lillian Wasserman is secretary and treasurer.

Service is of paramount importance in every line of business and, particularly so, in the whole drug trade. Each employee in the House of Meyer is imbued with the spirit of service and realizes this is best brought about by cooperation.

There is no limit to perfection but it is closely approached by the service which the Meyer Brothers Drug Company is able to give as a result of seventy years of experience in supplying the wants of retail drug trade.

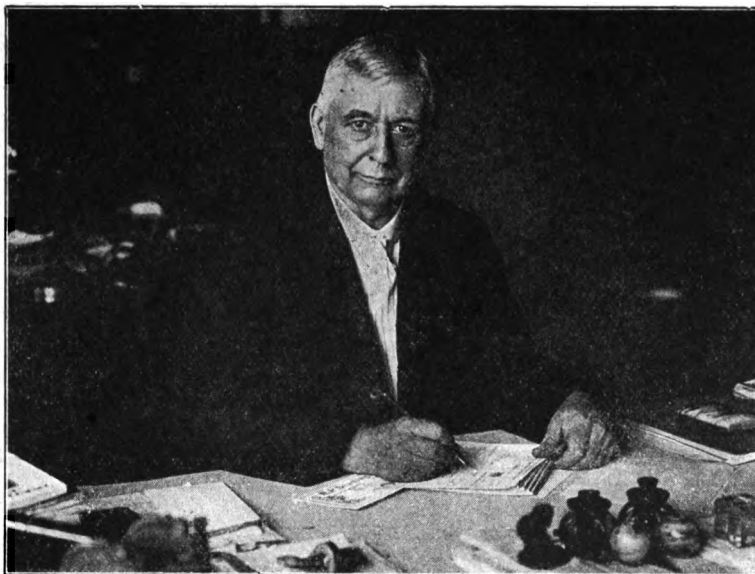
Incompatibilities of Protargol

Prof. E. A. Ruddimann says: "Protargol is soluble in water, almost insoluble in alcohol, slightly alkaline to litmus. In aqueous solution it gives precipitates with lead acetate, zinc sulphate, silver nitrate,

alum, ferric chloride, dilute hydrochloric acid, dilute acetic acid or quinine bisulphate. It does not give precipitate with Mayer's reagent. It decolorizes potassium permanganate. It gives no precipitate with sodium or ammonium chloride or albumin."

A Meyer Nestor Birthday Celebration

The Heads of Thirty Departments Tender a Generous Reception.



Mr. Stanley B. Simpson, a Nestor of Forty-five Years' Service, was Surprised, March 21, with a Birthday Celebration, Full of Good Fellowship and Loyalty for Mr. Simpson and the House of Meyer.

A Business Meeting of a Surprising Nature

A business meeting of the heads of departments of the Meyer Brothers Drug Company was called by President and General Manager Carl F. G. Meyer for the evening of March 21. As usual on such occasions, arrangements were made for a six o'clock dinner at the Planters Hotel, to be followed by a business conference.

Mr. Stanley B. Simpson, vice-president and assistant general manager, announced at the dinner that it was his birthday and he would appreciate having business transacted as rapidly as possible, so that he could go home early. It was with difficulty that those present suppressed a smile and it was with astonishment that Mr. Simpson soon learned that the gathering was for the purpose of giving him the most generous birthday celebration he had ever experienced, with a program varied and, at times, rather perplexing for Mr. Simpson.

A Man is Known by the Company He Keeps

A birthday cake of huge proportions and rare quality was placed in front of the guest of honor. As he began cutting the cake and expressing his appreciation, he was interrupted by his friends, following each other in rapid succession, each handing him a unique present and making remarks intended to keep Mr. Simpson guessing. When the last individ-

ual presentation had been made, Mr. Simpson proved equal to the occasion by quoting Fuller who said:

"Purchase not friends with gifts; when thou ceasest to give, such will cease to love."

At that moment a handsome phonograph was turned on and Mr. Simpson informed that it was for his home.

The program then changed and the guest of honor realized that practical jokes may develop in a surprising manner and from unexpected sources; also, that they may be evidences of good fellowship and a common interest in the serious affairs of life. The levity of the occasion shaded off into evidences of loyalty, friendship and esteem and reminded Mr. Simpson of the statement of Clarendon that:

"Friendship is compounded of all those soft ingredients which can insinuate themselves and slide insensibly into the nature and temper of men of the most different constitutions."

A House is Known by its Employees

This birthday celebration, participated in by the officers and executive heads of various departments, is one of the evidences of the splendid loyalty which exists in the House of Meyer. The average life of a corporation in the United States is seven years. The Meyer Brothers Drug Company has outlived that allotment ten times. The firm, established in 1852, has continuously developed and become stronger as

A DISSEMINATOR OF PROFITABLE INFORMATION

time passed. This is due primarily to the loyalty and co-operation of the working forces, seventy of whom have been with the firm more than twenty years and some, more than half a century.

Years of Service is a Test of Satisfaction

Mr. Simpson entered the employ of the firm, May 15, 1877, and for forty-five years has been spurred on in his work by loyalty, personality and remarkable stamina in working for the welfare of the business. This birthday celebration was evidence that

"A good deed is never lost. He who sows courtesy reaps friendship and he who plants kindness gathers love."

In expressing his appreciation of the occasion, Mr. Simpson modestly said, "We learn our virtues from the bosom friends who love us; our faults, from the enemy who hates. We cannot easily discover our real form from a friend, he is a mirror on which the warmth of our breath impedes the clearness of the reflection."

How Much is Too Old?



So many merchants are passing the buck to the younger generation these days that a timely question might be: "At what age does a man do his best work in the business world?"

It is a significant fact that most of the conspicuously important positions are to-day filled by men over 60.

The younger executive is the exception rather than the rule—but so much has been said about him lately that many are inclined to think their days of usefulness are gone and that it is the young man's day.

B. C. Forbes at one time averaged the ages of the fifty foremost business men in the U. S. and found it to be 61.

J. P. Morgan did his greatest work after he was 64.

E. H. Gary is 73.

Thomas Edison is 74.

George F. Baker who is probably America's most powerful banker is 82.

Samuel Rea, President of the Pennsylvania R. R. is 66.

Judge Lovett, of the Harriman lines, is 61.

And E. H. Harriman himself was an obscure stock broker at fifty and made over seventy-five millions after that time.

At forty, Henry Ford was not known.

Edward L. Doheny, "the oil king," was broke at 40 and to-day at 66 he is doing bigger things than ever.

Commodore Vanderbilt was worth only \$30,000 at forty years of age.

And at 40—J. J. Hill was a railroad brakeman.

So it goes through a list of many great men.

No matter how gray our hair may be getting—there is still hope.

Don't let the young fellows back you off the map.

Its ten to one you've got more knowledge, better ideas, and greater ability to concentrate and apply.

Take advantage of what is new.

But don't forget you've got a wealth of experience that should be made to get results.

REMEMBER CREDIT CANNOT BE MANUFACTURED

By J. H. Tregoe, Secretary-Treasurer, National Association of Credit Men

There is no appreciation to speak of with the put at large of the real nature of credit. Credit cannot be manufactured. The printing presses of Russia may turn out paper rubles by the trillions, but for in Russia can make them exchangeable for commodities at face value. When speaking of inflated credit the quantitative measurement does not always apply. The real test of an inflated credit is whether its underlying value has been consumed. Credit is in itself a value. Credit is a representative of value.

When the merchant goes to market and lays out a line of goods for, say, \$5,000 on credit terms, the credit should be extinguished before these commodities are sold by the merchant to his customers. The merchant may be financially responsible for the debt but so long as there is no underlying value to the credit itself, just to that extent is the credit dangerous and tends to inflation despite the financial abilities of the debtor.

Drawing credit from its underlying value is a mistake that happens too frequently in our commercial transactions, leading to individual failure and at periods to national disturbances. When the governments of the belligerent nations borrowed billions of their people to pay for war munitions and to keep their men in the field, the credit represented by each bond or printed obligation was inflated because its underlying value was gone. The redemption of the obligations rests largely on the taxing powers of the nations. This taxing power may be affected by political or social conditions and there is always more risk with such obligations, no matter how strong and how progressive the government may be. Preserving the integrity of credit should be one of our chief objectives because it enters so largely into the real welfare and happiness of a nation and its people. Every citizen reacts to credit conditions.

When credit is fractured business suffers, there will be unemployment and personal distress. When credit is sound business prospers until abuses occur which carry the consequences of depression and disturbances. We are endeavoring to point out in this brief item the real nature of credit, hoping that readers may better understand that credit is not material but merely spiritual. It is the reflection of a commodity and, with no value to support it, there can be no credit. There may be something in the form of credit, but it is spurious and apt to be after all waste.

The best of men and the most earnest workers will make enough mistakes to make them humble. Thank God for mistakes and take courage. Do not give up on account of mistakes.—Dwight L. Moore

LEGAL INFORMATION

By JOHN C. VAUGHAN, LL. B.

Attorney for the Meyer Brothers Drug Company

Tax on Still Drinks

There is a tax of two cents per gallon on all still drinks manufactured by the retail druggist, as, for instance, lemonade and orangeade. There is no tax on malted milk drinks, as they have been construed to be foods.

Narcotic Orders by Telephone

A warning has been issued by the Prohibition Commissioner that narcotic orders to wholesalers may be filled by them only after the official order form has reached the office of the wholesaler. Orders telephoned by the salesmen of the wholesaler who at the time of telephoning has the official order form in his possession may not be filled by the wholesaler, nor may the wholesaler deliver narcotics by messenger or truck under a promise that the official order form will be delivered to the messenger or truck man upon delivery of the narcotic to the retailer.

Manufacturers' Permit Numbers on Alcoholic Preparations

This requirement, originally issued to take effect December 15, and later withdrawn temporarily, has now been finally abandoned, and it is not necessary for retail druggists to place the manufacturer's permit number on alcoholic preparations rebottled by the retailer. This same regulation provided, however, that alcohol rubs may only be put up by the manufacturer in pints and sold by the retailer in the original packages. That part of the regulations still remains in force, but this restriction does not apply to stocks of alcohol rubs which were in the hands of the retailer or wholesaler in bulk on December, 1921.

Fountain Syrup Tax

As predicted in our February issue, the Internal Revenue authorities have reversed their original attitude on this tax, and now admit that they cannot collect any of it from the original manufacturer of the concentrated syrup.

Necessarily, then, the entire tax must be collected from the retail druggist, as he manufactures and uses the finished syrup.

Stripped of all legal verbiage, the rule is that if you make a finished fountain syrup, as, for instance, with one gallon of concentrated syrup and three gallons of simple syrup, your tax is figured on the four gallons of finished produce, at nine cents per gallon. The tax is payable for the month in which the product is used.

There is no tax on simple syrup as such. It is not a finished syrup until the flavor is added. There is no tax on crushed fruits or syrups used on sundaes, as these are not "soft drinks".

SELL MEYER CERTIFIED DRUGS

The Packages that Were Put up For You For Over Seven Years Sold to and by the Retail Druggist Only.

Meyer Certified Drugs certify the store that sells them as a store of public security, health protection, dependable service.



Why? Because Meyer Certified Drugs are pure. They are put up in sealed packages. Each package contains a certificate guaranteeing the contents to be of highest quality, true to the label it bears, Quality Certified by Test.

Give your customers what they silently ask for, Quality plus Service. Meyer Certified Drugs will help you.

Ask our representative about the new Certified deals.

Twelve Reasons Why You Should Sell Meyer Certified Drugs

1. **Purity**—Each item is carefully selected and tested and is of the highest quality obtainable.
2. **Safety**—No chance of inexperienced help dispensing the wrong item in error as each package is plainly labeled.
3. **Efficacy**—A certificate is placed in each package which is your insurance that the contents are certified as to purity and potency.
4. **Convenience**—Many more customers can be handled during rush periods.
5. **Economy**—All items packed in containers of five or ten units, and can be replaced as sold. You avoid carrying a large stock of cartons, bottles, labels, etc.
6. **Turn-Over**—The turn-over is rapid and low stocks can be replenished quickly.
7. **Uniformity**—Packages and labels are uniform, making the line very attractive for display purposes.
8. **Protection**—Our label is your protection. We assume all responsibility for contents of each package.
9. **Profit**—Our suggested retail prices allow you a handsome profit, and you know the cost of the goods as you have no loss or waste through spillage.
10. **Investment**—You need not buy drugs in bulk to get a good price and consequently a slow turn-over. You can buy Meyer Certified Drugs in small quantities.
11. **Prices**—Meyer Certified Drugs are priced at rock-bottom prices, made possible by our enormous purchasing power.
12. **Yours**—Meyer Certified Drugs are sold to and by Retail Druggists only. It is your line. Sell Certified.

Ask our representative about the new Certified deals.

A DISSEMINATOR OF PROFITABLE INFORMATION

Attract April Trade To Your Store



Seasonable Toilet Requisites for April

Imperial Crown Lotions, Rose Water and Glycerin Lotion, Almond Cream Lotion, Quince Seed Lotion, Witch Hazel and Benzoin Shaving Lotion, Soul Kiss Cold Cream, Soul Kiss Face Cream, Camphor Ice Tube and Boxes, Parma Wood Violet Witch Hazel.

Sponges Are Now in Demand

Buy goods in season that you can convert into cash when greatest in demand.

Sponges and chamois are now a most seasonable item, particularly for automobile, household, office factory and general cleaning purposes. Extend us the opportunity of serving you. Our goods will please.

Rats are Expensive

The government figures out that rats in the United States cost \$180,000.00 a year, owing to their destructive and feeding proclivities. The Surgeon General has much to say regarding rats as distributors of disease germs. While we swat the fly, let us swat the rat. Nothing is better for this than Red Diamond Rat and Roach Paste and Red Diamond Rapid Rat Killer.

Rats have managed to hold their own in the contest with human beings, in spite of the ingenuity of man. They become acquainted with rat traps and learn to avoid them but Red Diamond Rat and Roach Paste and

Red Diamond Rapid Rat Killer have proven to be the



most reliable and inexpensive means of keeping rats down to the lowest possible number. It is able that rats would be entirely exterminated these means of destroying them were in general the world over.

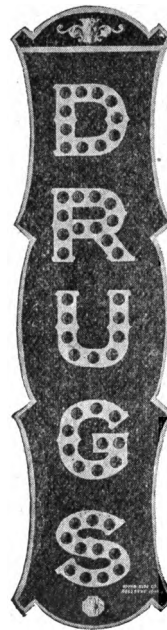
Paints and Varnishes Are Particularly Season

Push the following and please your trade:

Diamond Brand Auto and Carriage Paint, Diamond Brand Barn Paint, Diamond Brand Decorative Floor Stain, Diamond Brand Enamels, Diamond Brand Wagon and Implement Paint, Karbiron Black Roof and Metal Paint, Loyalty Barn and Roof Paint, MB Colors in Oil, MB Kalsomine, Meyer Quality Floor Paint, Meyer Quality Strictly Pure Paint, Meyer Quality Varnishes, Pacific Ready Mixed Paint Brushes, all kinds; Re-Blac Auto Top Dressing.

Do You Believe in Signs?

Young's Patent Brilliant Lens Electric Signs Are the Best



The expense of many incandescent lamps forming the outline of the letters of an Electric Sign has been the main objection of prospective purchasers on account of replacement of burned out lamps and the cost of current consumed in its operation. For those who consider the question of economy without detracting from effect we are pleased to offer brilliant lens signs as a solution of the problem. The shape of this lens conforms precisely to the face of an incandescent lamp and a letter that would require ten lamps is fitted instead with an equal number of Brilliant Lenses which are illuminated from within by two foot candle power or 25-watt Tungsten lamps, producing by the great refractory power of the lenses an amazingly bright letter at one-fifth

of the cost for current, making a beautiful, brilliant sign that can be read at a greater distance than those using the numerous incandescents on the same side.

All of these signs have silver aluminum letters 1/2 inches high on a Royal Blue Smelted background. The edge of panel is outlined with silver aluminum strip with raised ornament decoration, presenting a very striking appearance. The No. 5, 5-A, and 5-B signs hang horizontally across the side walk, the No. 5-C and 5-E hang vertically. The No. 5-D sign permits putting of any non-illuminated word desired in place.

The World's Drug Market

The Drug Trade is One of the Best Assests of St. Louis



St. Louis, The Great Manufacturing Center

Manufacturing in St. Louis in a five year period fully doubled. The entire state of Missouri made a gain but it is St. Louis which stands out prominent as the great manufacturing center.

St. Louis Trade in 1921 was \$1,201,748,000.00

Estimates carefully made by the St. Louis Chamber of Commerce place the volume of trade for 1921 at the above mentioned figure. This was in spite of the adverse conditions, not only the country over but covering the entire world. Of course, the drug trade, with the largest wholesale drug house in the world, contributed its due share in making up this volume of business for the Mound City.

Visit the Missouri Historical Society

Few pharmacists realize what an interesting collection of historical and archaeological material may be found in the home of the Missouri Historical Society, at the Jefferson Memorial, Forest Park. Pharmacists visiting St. Louis will find this one of the instructive places from an hour to several days. It has of special interest to the drug trade a pharmaceutical section, with much material pertaining to pharmacy and medicine.

St. Louis Founded Over a Century Ago

It was in 1764, more than a century ago, that St. Louis was founded by Pierre Laclede, an intrepid Frenchman. From that small beginning, St. Louis has grown steadily. Starting as a trading post in 1764, the growth has continued until St. Louis is now a great metropolitan city, covering 62½ square miles of territory. It is within a nice ride of over 50,000,000 people. This growth has required hard work and the tireless and ceaseless efforts of all of its inhabitants.

St. Louis has long been on the Drug Map

This fact is shown by the records of organizations in which pharmacists of St. Louis have taken an active part, dating back as far as 1852, when the Amercian Pharmaceutical Association was organized. St. Louis has also been actively represented in the National Association of Retail Druggists and its predecessor, the Retail Druggists' Association of America, in the National Association of Wholesale Druggists, the National Association of Boards of Pharmacy, the American Conference of Boards of Pharmaceutical Faculties, the American Chemical Society, the United State Pharmacopoeial Convention, the National Drug Clerks' Association and in the Missouri Pharmaceutical Association.

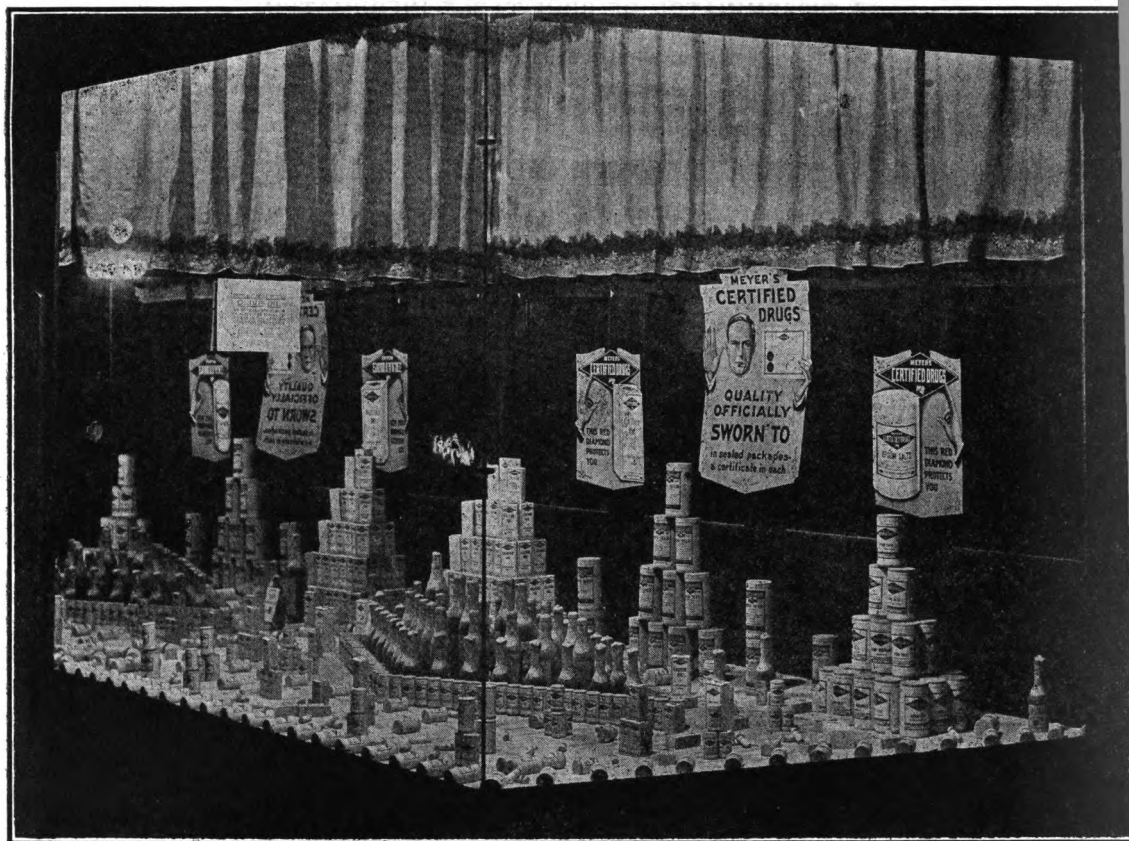
More than Half a Billion Invested in St. Louis

During the past year, the investments made in the city of St. Louis exceeded half a billion dollars. The products of the city of St. Louis during the same period were worth \$871,700,000.00. The wage totals for 1921 were fully twice those of 1914.

St. Louis is better equipped for the manufacture and distribution of paint than any other city in the country, in the opinion of B. B. Cannon, sales director of the Condie-Bray Glass and Paint Company. Cannon called attention to the large deposits of lead, zinc and barytes which are mined in Missouri and adjacent sections of the country, all of which are used in the manufacture of paint. Oil, another important constituent, he said, reaches St. Louis from the distributing center at Minneapolis more directly and at less cost than shipments to other cities of the country. The other advantage of St. Louis over rival paint manufacturing cities that Cannon mentioned was its transportation facilities.

What the Eye Sees the Mind Believes

Make Your Show Windows Talk Business to the Customers



Meyer Certified Drugs ensure speedy sales through window displays

Closed-In Windows Effective.

Closed-in windows do two things. The displays have an effective background and the people on the pavement outside are kept from staring in on nervous customers who don't want to make their drug store purchases in front of the passing crowd.—Northwestern Druggist.

Let Your Window Appeal to Men

A St. Louis druggist put in a strikingly attractive window that appealed to men. It has forty different items in it that would interest the men, and thousands didn't know that the drug store carried that many items especially designed for men's use. Try such a display.

How a Druggist Draws Trade.

Big windows with plenty of light and goods particularly well displayed are the main drawing cards

I have for my show windows. Of course, the assortment of goods should be large. Thus says Robert Clarkson, of the Clarkson Drug Company, Springfield, Ill.

No Remedy Yet for Frosted Windows.

The hint that the United Cigar Stores Co. would be glad to reward handsomely a suggestion that would protect store windows from sweating and frosting in winter brought in scores of letters. Most of them suggested ventilation of the windows making openings in the frame work or by the use of fans. Unfortunately, nothing was suggested that had not been tried out without success. In certain cases ventilation will serve, but it cannot be relied on as a cure for frosting. We have always thought the problem would be solved by the discovery of a chemical wash for the windows that would keep the glass clear.

Up-to-the-Minute
With Real
Knowledge in It

Meyer Druggist

Published Monthly
By Meyer Brothers
Drug Company

A DISSEMINATOR OF PROFITABLE INFORMATION

HENRY M. WHELPLEY, Ph.G., M.D....Editor

T. F. McTigue.....Advertising Department
Frank K. Harris.....Circulation Department
John C. Vaughan, LL.B.....Legal Department

Henry J. Greene.....Market and Price Department
Stanley B. Simpson.....Service Department
Otto P. Meyer, Ph.G.....Business Topics Department

Observe Poison Laws Pharmacists are frequently the innocent victims of customers who purchase poisons with criminal intent. The laws of the various states provide the course which a pharmacist should follow in selling poisons. The regulations vary greatly, but are a part and parcel of the state statute, and those of any given state should be perfectly familiar to every pharmacist, assistant, clerk and candidate for registration in the state. What is more, the proprietor should see to it that the regulations are followed. Scarcely a month passes but we learn of pharmacists, being arrested for failure to comply with the poison law of the state. The laws are in no case unreasonable and the only excuse that a pharmacist who has failed to observe them can give is that of negligence.

Returning Goods It is out of the question for a wholesale drug house to survive a practice of accepting without question all goods which are returned and which were sold in good faith. There is even less excuse for giving credit on account of an accumulated lot of merchandise which the retail druggist is anxious to get rid of in this manner. The condition of the general market at this time is such that special rules and regulations must be observed in the returning of goods. In the first place, no credit will be allowed for merchandise returned without authority's having first been granted by the firm from which the goods were ordered. When merchandise is returned under proper authority, the shipping charges must be prepaid. In case the price of goods has declined since the purchase was made, the credit will be only at market quotation.

Reciprocity There is probably no legal bearing on pharmacy which is of more general interest than that of reciprocity. It affects clerks quite as much or more than the proprietor. Although reciprocity has been in force among a number of states for several years, it is as yet only partially understood and by no means as generally put in practice as it should be. The Meyer Druggist in each issue publishes an explanation of reciprocity, with directions as to the proper method

of procedure in order to secure this form of registration. The gist of reciprocity is that a pharmacist who registers in one state by examination, making a general average of 75%, and practices pharmacy in that state for at least twelve months following registration, is then in a position to register in one or more of forty-three additional states without taking another examination. This method of registration without further examination is naturally called reciprocity. The starting point for reciprocity is the office of the secretary of the National Association of Boards of Pharmacy and those interested should, first of all, address Secretary H. C. Christensen, at 130 N. Wells St., Chicago, Ill.

When U. S. P. X? For several decades there has been strong pressure brought upon the Chairman of the Committee of Revision to fix a definite date for the appearance of the new book. After the very successful conference of the Committee in Philadelphia, last July, one of the pharmaceutical journals predicted the appearance of the U. S. P. X. in late 1923.

Those who have had experience in Pharmacopoeial revision know that the fixing of a definite date for its appearance is a mistake. First, because, if ample time is given after the book appears before the new standards are enforced, no interest suffers by withholding even a prediction of the time for its publication, and, secondly, because no one can foresee the complications and delays which may arise where so large a Committee is working on a voluntary basis, and a failure to meet a promise would only bring criticism, embarrassment and disappointment to all.

The Chairman and Committee ask that those interested in the new revision accept the assurance that an earnest effort is being made to complete the new book as rapidly as is consistent with a thorough and creditable revision and that the proposed changes when published will of themselves be a fair indication of the progress of revision. Furthermore, it must be remembered that the printing of a book like the Pharmacopoeia, with proof-reading by a large Committee, alone requires at least a year for its completion.

A DISSEMINATOR OF PROFITABLE INFORMATION

THE MEYER SALES EFFICIENCY CONTEST CUP WINNERS FOR JANUARY



L. R. WHITE
Group B
30 Points



F. G. BURNITT
Group B
30 Points



W. L. HARDIGG
Group C
30 Points



VICTOR KERN
Group D
30 Points

LEADERS IN GROUP A



C. BENSON
Group A
20 Points



E. H. NACK
Group A
20 Points



C. R. GIBBS
Group A
20 Points

Pragmatical Meddlers

One of the Proverbs is "Every fool will be meddling" and a great many know from experience that such is the case. Meddlers must not be confused with those, who, in a straight-forward manner express their minds sincerely for the benefit of all.

To meddle means to interfere officiously with something that does not concern the meddler, and the motive is usually to stir up discord.

The peculiar characteristic about this class is, they pay attention to everybody's business and neglect their own. Pragmatical persons are, in a great many instances "thin skinned" and supersensitive. They care not how deeply they get under the cuticle of others but are indignant when any action of theirs is questioned.

The damage that can be done by the pernicious meddler in a short space of time is remarkable and also regrettable.

Usually those addicted to this "butting in" and interfering habit finally get their just deserts. Meddlesome people will, "without rhyme or reason" interfere with social as well as business affairs and volunteer advice on something they know nothing about.

At times they get in their work before they are checked and the results are often serious. Instructions are changed, incorrect methods are followed, errors are caused, and the results are usually regrettable—all on account of some meddler that "knows it all" and assumes authority to change the regular order of things.

You all know these people. They cannot keep out of the lime light. They glory in what they consider being "real frank" but they fail to follow their own precepts, and are liberal distributors of advice as to what the other "fellow" should do.

Whenever suggestions can be offered for the welfare of the business or its employes, it is in order to speak out in good faith. Whenever an improvement can be effected, suggestions are thankfully received.

Whenever things are being done wrong, it is the duty of employes to report it. But it is also in order to "cut out" this overactive spirit of eternally picking flaws and meddling for the sake of being officious.

This kind of people "should once in a while sweep in front of their own door."

They may be blind to their own faults—they may be imbued with the idea they are 100 percent efficient—they may think they know it all but in the language of the remarks attributed to the immortal Lincoln:

"You can fool some of the people all of the time, and all of the people some of the time, but you cannot fool all of the people all of the time."

DON'T BE PRAGMATICAL—WITHOUT REASON

Stanley R. Simpson

Assistant Manager,
Meyer Brothers Drug Company.



The Service Saver

Greatly reduced prices on all "VORTEX" Sanitary Fountain Service is but one major part of their economy.

Equally important is the elimination of costly glass breakage, expense for soap, borax, washing powder, towels and labor for washing.

Time is saved, since "Vortex" Service enables dispensers to serve 60% more customers.

Millions of Vortex cups in use daily at more than 70,000 fountains. They will prove cheapest and best.

Insist on "Vortex" Cups From Your Jobber

HELPS!

A post card will bring you the snap-piest sales producer out. Just ask for "Sales Service." You will want it.

Beware of cups imitating our "VORTEX" cups and infringing our patents. Look for our registered trade mark "VORTEX" on each carton and tube. This assures your getting the genuine, patented "VORTEX" cups and protects you from patent litigation.

THE VORTEX MFG. CO.
421-431 North Western Avenue, Chicago



By H. J. GROENE

Manager Catalog Department, Meyer Brothers Drug Company

A generally firmer tone has developed throughout the drug and chemical market, accompanied by an upward tendency in a number of products, which has stimulated business to some extent. Menthol has been advanced sharply on two occasions by spot holders and advices from Japan indicate still higher prices to come. American producers advanced their prices on potass. bromide but other bromides were not affected. Strychnine prices have again been reduced by American makers owing to foreign competition. Mercurial preparations are steady, but quicksilver is dull, it is reported that large quantities are due to arrive in this country by the end of March and lower prices are looked for.

Prices have again been sharply advanced on Spanish Valencia saffron and even war-time levels have been passed. Seeds are strong items in all hands and advances have been noted on caraway, cardamon, celery, fennel and poppy seeds. Balsam Peru has registered two advances recently and the market is strong. Ergot, buchu leaves, lobelia and pulsatilla herbs and senna leaves are weak and quotations are lower. The following tabulation indicates the trend of the market:

ADVANCES

Balsam Peru
Balsam Tolu
Cantharides, Chinese
Caraway seed
Ipecac Root

Menthol
Oil Citronella
Oil Lemon
Rhubarb root
Saffron, Spanish

DECLINES

Buchu Leaves
Caffeln
Cocaine
Hydrochinon

Lycopodium
Oil Betula
Oil Pennyroyal
Strychnine Salts

Balsam Peru—Supplies are reported scarce on spot and prices have been sharply advanced. Local jobbers are quoting at \$3.25 in 1-lb bottles, down to \$2.75 lb in 10-lb cans.

Cantharides—Increased demand for Chinese cantharides has resulted in advanced prices. Local jobbers are quoting at \$1.75 lb; powdered goods at \$1.85 lb. Russian is quoted at \$3.90 lb for whole flies, powdered at \$4.15 lb.

Caffeine—U.S.P. Caffeine is lower. Local jobbers are quoting at \$6.00 lb in 1-lb cartons down to \$5.00 lb in bulk according to quantity. Present prices are below normal and higher prices may be looked for.

Menthol—Two sharp advances have been made by leading spot holders during the past two weeks. Local jobbers are quoting at \$7.75 lb in 1-lb bottles, down to \$7.25 lb in 5-lb cans. Dealers predict further advances are likely.

Strychnine—American makers have again cut prices owing to foreign competition. Local jobbers are quoting alkaloid crystal in 1-oz. bottles at \$1.65, powdered at \$1.50. Strychnine sulphate at \$1.30.

Santonin—Market is firm with no change in price noted recently. Local jobbers are quoting at \$12.75 oz.

BARKS:

Black Haw—Market is steady with good demand. Local jobbers are quoting bark of root at 50c lb in 1-lb lots down to 35c lb in 25-lb bulk lots.

Cascara Sagrada—Supplies are reported large on spot and market is weak. Local jobbers are quoting select whole bark at 14½c lb in bags of 150-lb up to 25c lb in small quantities.

Elm—Market is steady without change in price. Local jobbers are quoting select slabs at 40c to 50c lb according to quantity. Powdered goods at 20c to 30c lb.

Sassafras—Demand continues good, prices remain unchanged. Local jobbers are quoting in bags of 150 lb at 25c lb, up to 35c lb in 1-lb lots.

FLOWERS:

Arnica—True Montana flowers are quoted by local jobbers at 30c lb in 1-lb lots down to 20c lb in 10-lb bulk quantities.

Chamomile—Hungarian flowers are in good supply with slightly lower quotations. Local jobbers are quoting at 45c lb in 1-lb packages down to 32c lb in 10-lb bulk lots.

(Continued on page 22)

A DISSEMINATOR OF PROFITABLE INFORMATION

Here's a Seller

For a Demand That Already Exists.

Hundreds of your customers have always wanted Nature's Remedy (NR Tablets) in a form without the medicinal taste and smaller doses.

NR Juniors fill this demand. They are little NR's one-third the regular dose, candy coated, ideal for children and adults. NR Juniors are going on the market showing more class than any other proprietary. The boxes are handsome and striking, in blue, yellow, white and purple. The tablets are real candy coated. Both you and your customers will like them.

NR Jr. Display Venders. This is beyond a doubt the handsomest and most striking display package ever set up in a drug store, illuminated in 12 colors and gold. It will sell out its contents in a few days, for it compels attention and has the sales punch. You have never seen a display to equal it. Takes up no more space than a show card. Size 9x11, made of special soft steel that cannot scratch glass. It is substantial, cannot fall over, can't break. Entirely automatic in action and pilfer-proof. You know that what we put out is always good, Now this is a masterpiece. Order one to-day. You'll be as proud of it as we are.

These Venders contain 25-25c boxes and are billed to you as two dozen. Gives one box free, and as long as you display a Vender, you can buy fillers containing 25-25c boxes for refilling Venders.

Order one from your Jobber to-day.

The A. H. Lewis Medicine Co.,
St. Louis, Mo., U. S. A.



**In First
Aid Work
recommend**

Antiphlogistine
TRADE MARK

Antiphlogistine
should be in the
First Aid kit of
every home.

SPRAINS, BURNS, LACERATIONS, STRAINS, BRUISES, ECCHYMOSIS, LOCAL INFECTIONS, and all other conditions where inflammation is present.



2000



or more items go to make up
the average

Drug Store

stock but of these one of the
best Rapid Repeat Sellers is

Pluto Water

It furnishes the dealer a fair
living profit and he takes no
risk of dead stock but rap-
idly turns over his money.

Ask about our attractive
window displays.



PLUTO

Bottled by the

French Lick Springs Hotel Co.

French Lick, Ind.

IF INTERESTED IN

Fibre Cans, Mailing Cases or Mailing Tubes

WRITE THE

St. Louis Paper Can & Tube Co.
Maplewood St. Louis, Mo.

SATISFACTION GUARANTEED OR MONEY REFUNDED



HEADACHE, TRAINSICKNESS AND SEASICKNESS.

Used by Travellers the world over.

Price—\$4.80 and \$9.60 per dozen.

For sale by Meyer Brothers Drug Co.
Mothersill Remedy Co., Limited,
Detroit, Mich.

When your customers
need it they want it
QUICK. It has no
substitute. KEEP IT
IN STOCK. It creates
many friends through
its universal efficiency.
Your patrons never
forget your recom-
mending it. REASON
— while travelling
they have been free
of the great bug-bear

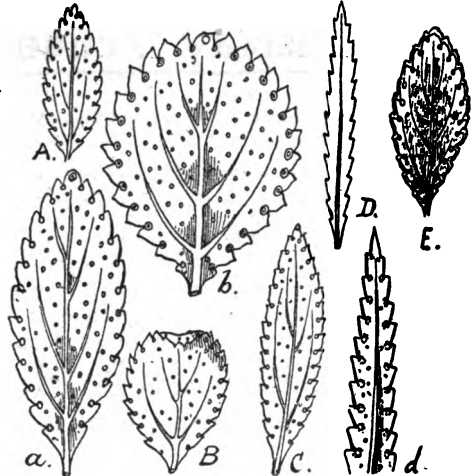
MARKET REVIEW

(Continued from page 20)

Insect Powder—Prices remain very firm at recent advanced levels. Local jobbers are quoting at 72c lb in 100-lb kegs, up to 90c lb in 1-lb cartons.

Saffron—Spanish Valencia saffron continues to advance and is now quoted by local jobbers at \$27.50 to \$28.50 lb according to quantity, 1-oz. tins at \$2.00 per oz.

HERBS AND LEAVES:



Buchu Leaves

Buchu—Spot quotations are slightly lower. Local jobbers are quoting at \$1.45 to \$1.55 lb for U. S. P. short leaves. Powdered goods at \$1.55 to \$1.65 lb.

Damiana—Very little demand is reported for this material and market is weak. Local jobbers are quoting at 30c lb in 1-lb packages, down to 22c lb in 10-lb bulk lots.

Marjoram—French sweet leaves are quoted by local jobbers at 31c lb in 1-lb packages down to 22c lb in 25 lb bulk lots. Select goods are reported scarce on spot with a tendency to advance.

Pulsatilla—Local jobbers are quoting at 90c lb in 1-lb packages, down to 75c lb in 10-lb bulk lots. Market is steady and no immediate change in price is looked for.

Uva Ursi—Local jobbers are quoting at 25c lb in 1-lb packages, down to 16c lb in 25 lb bulk lots. Spot stocks are reported getting scarce and advances are looked for.

ESSENTIAL OILS:

Oil Anise—A dull market prevails with only a small demand. U. S. P. oil is quoted by local jobbers at \$1.15 lb in 1-lb bottles down to 90c lb in 5-lb cans.

Oil Cassia—U. S. P. redistilled oil is quoted by local jobbers at \$2.60 in 1-lb bottles, down to \$2.35

(Continued on page 25)

A DISSEMINATOR OF PROFITABLE INFORMATION



5 ADVANTAGEOUS FEATURES
of
TRIUMPH CASTILE SOAP

1 Abundant Lather
2 A Pleasing Odor

3 A Skin Stimulant
4 Gives the Hair a Luster

5 H-E-A-L-T-H-F-U-L

12--4 Lb. Bars to a Case

Per Case \$12.50

15--4 Oz. Cuts in Box 12 Boxes to Case Per Case \$13.50

Meyer Brothers Drug Co.

Saint Louis

Missouri

The Largest Drug House in the World

ESSENTIAL OILS

SPECIAL OFFERING { OIL CYPRESS
(for WHOOPING COUGH)
OIL PINE (TEMPLIN OIL)
OIL PINUS PUMILIO U. S. P. IX

FRITZSCHE BROTHERS, INCORPORATED
New York

CHICAGO OFFICE: 33-35 West Kinzie Street

TO RETAIL DRUGGISTS:

Send us your Telephone Book or Mailing List and we will mail our literature with your name and address as agents.

Order Your Needs from Your Wholesaler

MR. DRUGGIST

From time to time you suffer with Headaches, Dyspepsia, Constipation, Billiousness, Etc., and

Have tried everything in the store except Veronica Water.

Now give Veronica Water a fair trial, and get rid of these little grievances. Give it a fair trial and you will have One Real Water to recommend to your customers. You know

Satisfied Customers are Real Assets

We have made them for ourselves and can for you. Use it yourself and you will know.

Write us today for circulars and window display

The Veronica Medical Springs Water Company

SANTA BARBARA, CALIFORNIA

F. H. KIMBALL, President

J. H. THOMAS, Vice-President

MEYER BROTHERS DRUG COMPANY

SAINT LOUIS, MISSOURI

MARKET REVIEW

(Continued from page 22)

lb in 5-lb cans. Technical oil at \$1.55 lb in original leads of 16 $\frac{1}{2}$ lb.

Oil Cloves—Market is steady without change in price. Local jobbers are quoting at \$3.10 lb in 1-lb bottles, down to \$2.85 lb in 5-lb cans.

Oil Lemon—Spot prices have been advanced, due mainly to speculation. Local jobbers are quoting at \$1.45 in 1-lb bottles, down to \$1.15 lb in 25-lb coppers.

Oil Orange—West Indian oil has advanced 25c lb. Local jobbers are quoting at \$3.25 lb in 1-lb bottles, down to \$2.90 lb in 5-lb cans. Italian oil is unchanged but market is firm. Local jobbers quote at \$4.25 lb in 1-lb bottles, down to \$3.90 lb in 5-lb cans.

Oil Sandalwood—East Indian oil is quoted by local jobbers at \$10.50 lb in 1-lb bottles down to \$9.50 lb in 5-lb cans. There is a good demand for this item and market is firm.

Oil Sassafras—Artificial oil sassafras is lower. Local jobbers are quoting at 90c lb in 1-lb bottles, down to 65c lb in 5-lb cans. Natural oil is steady without change in price. Local jobbers are quoting at \$1.50 lb in 1-lb bottles down to \$1.25 lb in 5-lb cans.

Oil Tansy—Supplies are reported scarce and prices have been sharply advanced. Local jobbers are quoting at \$11.25 lb in 1-lb bottles.

ROOTS:

Gentian—Import cost is higher and a strong market prevails. Local jobbers are quoting at 25c lb in 1-lb packages down to 13 $\frac{1}{2}$ c lb in 100-lb bags.

Ipecac—There is a scarcity of both Cartagena and Rio roots and prices have been sharply advanced. Local jobbers are quoting Rio at \$2.50 to \$2.75 lb for the whole root; powdered goods at \$2.75 to \$3.00 lb Cartagena at \$2.25 to \$2.50 lb for whole root; powdered goods at \$2.50 to \$2.75 lb.

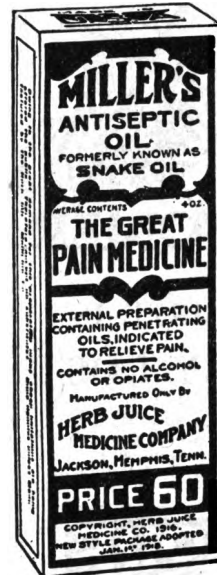
Jalap—U. S. P. high test root is quoted at 35c lb in 1-lb packages, down to 28c lb in 10-lb bulk lots; powdered goods at 40c lb in 1-lb packages, down to 33c lb in 10-lb bulk lots. Supplies are reported plentiful but market is firm.

Rhubarb—Supplies of high dried East India root are reported practically cleaned out on spot and prices are higher and firm. Local jobbers are quoting at \$1.25 in 1-lb packages, down to \$1.10 lb in 10-lb bulk lots; powdered at \$1.35 lb in 1-lb packages, down to \$1.20 lb in 10-lb bulk lots.

Senega—Market appears firm at recent advances although very little demand is reported. Local jobbers are quoting at \$1.60 lb in 1-lb packages, down to \$1.45 lb in 5-lb bulk lots; powdered at \$1.65 lb down to \$1.50 lb.

Miller's Antiseptic Oil

FORMERLY KNOWN AS
Snake Oil



Has the distinction of being the largest selling "Pain Killer" and Antiseptic Oil Preparation ever put on the market in same length of time. Its antiseptic qualities have a sterilizing influence—it tends to kill germs, prevent infections, and will help ward off disease now so prevalent throughout the country. Over five million bottles sold under guarantee to give satisfaction and less than half a dozen have been returned. No wonder this great oil treatment has sprung into such a tremendous popularity in so brief a time and is so much praised today by thousands throughout the country. This wonderful new oil remedy that is producing such remarkable results throughout the country is now for sale by all leading druggists. Accept no substitute; it is Golden Red color only; there is nothing like it. See the trademark, "Copyright, Herb Juice Medicine Co., Made in U. S. A." is on carton; all others are imitations. Every bottle guaranteed.

HERE IT IS

35c, 70c and \$1.20
10% Discount on Gross Lots.

Poland Water

Nature's
Cure

Sixty Years a
Market Leader

FOR
Kidney
Trouble

Purifies
the
Blood

Liver
Complaint

Cleanses
the
System

Gout
and
Rheumatism

Insures
Good
Health



For sale by Retail Druggists and Grocers
SEND FOR DESCRIPTIVE BOOKLET

HIRAM RICKER & SONS, Proprietors
POLAND SPRING, MAINE

SEAT MORE - SERVE MORE - EARN MORE



ONE CUSTOMER

IN EVERY THREE IS
NEEDLESSLY LOST

One customer in every three is needlessly lost by most merchants—lost through sheer lack of adequate accommodation. The one remedy available to every man who sells ice cream and soda lies in the installation of



—equipment that increases the seating capacity of any store 35% to 45%—enabling merchants to take care of all the business that piles up in the few short rush hours of this class of trade. Seatmore Sets increase seating capacity wherever introduced: promote quick orderly service; leave more aisle space; improve the appearance of any store. QUICKLY pay for themselves—as we can conclusively demonstrate.

There are styles suited to every requirement—including the Seatmore Sets with 30" round and 24" square opaque tops, semi opaque tops, wood tops, also Seatmore 30" Round Display Top model that enables merchants to display and stimulate the sales of any merchandise he desires to feature.

Throughout the country there are jobbers who carry sample sets, ready and anxious to show you (without obligating you) how and why Seatmore Equipment will produce more profits for you this coming season.

Write to the Meyer Drug Co., St. Louis for details or direct to us for the name of the nearest Seatmore distributor.



Frank Rieder & Sons

343-349 N. 4th St.

Philadelphia - - - Pa.

THIS AND THAT, HERE AND
THERE

The building situation in St. Louis is better than in other large cities. Labor is more plentiful and costs lower.

Living Expenses in Vienna increased ten fold in 1921. There are worse places than the United States in which to try to live.

The spring rise in various rivers and streams is now due. See to it that you have a corresponding rise in your volume of business.

The leper cottages in the leper colony at Koch Hospital, Koch, Mo., were recently burned. This was a precautionary step against the spread of the disease.

"*More Whiskey* is needed legally," says the Western Pennsylvania Retail Druggist. Perhaps such is the case but it is certain that there is plenty of illegal whiskey, pretty much the country over.

Missouri ranked sixth in 1920 in value of farms. Only one state has more property operated by owners than is the case in Missouri. Seventh in corn production is Missouri which ranks fourth in live stock.

Thermometers are always timely topics, no matter whether the weather is disagreeably cold, uncomfortably hot or delightfully pleasant. No matter what the season, it is appropriate to push thermometers as seasonable goods.

Are you Selling your Share? An authority on educational matters recently asserted that \$750,000,000 is spent in the United States for cosmetics, while only \$500,000,000 is being spent for educational purposes during the same period. Evidently, the Chantilly line of toilet articles furnishes goods which are irresistible.

The American Pharmaceutical Association has available a sum amounting to \$360.00 which will be expended after October 1, 1922, for the encouragement of research. Investigators desiring financial aid in their work will communicate before June 1st, with Prof. H. V. Army, Chairman A. Ph. A. Research Committee, 115 West 68th St., New York, giving their past record and outlining the particular line of work for which the grant is desired.

Dr. Kline's Family Medicines

	Per Doz.
Dr. Kline's Epileptic Remedy—Large size.....	\$20.00
Dr. Kline's Epileptic Remedy—Small size.....	10.00
Dr. Kline's Invigorating Tonic	2.00
Dr. Kline's Anti-Bilious Elixir	2.00
Dr. Kline's Compound Syrup Hypophosphites with Iron.....	2.00
Dr. Kline's Cathartic Pills, Coated Chocolate Color.....	2.00
Dr. Kline's Tonic Tablets (Double Strength)	12.00
Dr. Kline Co.'s Dubl-E Rheumatic Treatment	2.00
Dr. Kline Co.'s All Healing Salve	4.00
Dr. Kline Co.'s All Healing Rectal Suppositories.....	4.00
Dr. Kline Co.'s Digestive Tablets.....	2.00
Distributor for Dr. M. W. Waterman's Tonic Restorative.....	20.00

[Adv.]

NEW PRICES

Gunther's Package Chocolates

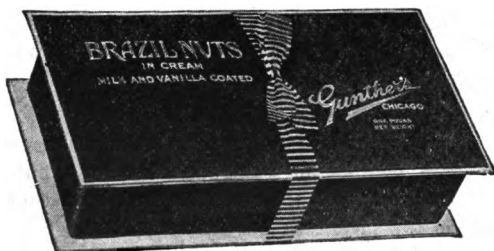
ORDER TO-DAY



Nuts and Fruits



Par Excellence



Brazil Nuts in Cream



Red Special

	$\frac{1}{2}$ Pounds	Pounds
Mastercraft 18. oz. \$10.00 Doz.		\$8.00 Doz.
Sylvia (all hard centers).....		8.00
Tri-Mi (3 Tray assorted).....		8.00
Bittersweet Supreme		8.00
Brazil Nuts in Cream.....	\$5.50 Doz.	8.00
Nuts and Fruits	5.50	8.00
Red Special	5.50	8.00
Pearl of Perfection.....		8.00
Kingfisher } Decorated		9.00
Golden Pheasant } Tins		9.00
Old Dutch Milk.....		6.00
Mint Patties		7.20
White and Gold Milk.....	3.50	6.00
Par Excellence	3.50	6.00
Maytime Cherries	3.00	5.00
Gunther Maid	3.00	5.00
Bitter Sweet	3.00	5.00
Fancy Elite	3.00	5.00
Passepartout Girl (Glass Top Lid).....		6.00

Barton's
Dyanshine
 Double Service Shoe Polish

The Saturday Evening Post now carries Dyanshine advertising each month.

It will mean bigger sales and additional profits to merchants who carry a full stock.

Colors

Black	Nut Brown
Cordovan Brown	Light Tan
White Kid	White Canvas

Recommended and for sale by
 MEYER BROTHERS DRUG CO.

Made only by
 BARTON MFG. CO., Waco, Texas



*'If it
 isn't
 Barton's*

*It
 isn't
 Dyanshine''*

WORLD DRUG AND CHEMICAL MARKET

(Continued from page 8)

the company has always rigidly adhered. It has become an axiom with critical druggists that if a package of chemicals bears the label of Mallinckrodt Chemical Works that in itself is sufficient guarantee for the purity and reliability of the product. Such a reputation as that is truly an enviable one and this journal extends its very best wishes for their continued success.

Do Not be a Bass



"A naturalist divided an aquarium with a clear glass partition. He put a lusty bass in one section and minnows in the other.

"The bass struck every time a minnow approached the glass partition. After three days of fruitless lunging, which netted him only bruises, he ceased his efforts and subsisted on the food that was dropped in.

"Then the naturalist removed the glass partition. The minnows swam all around the bass, but he did not strike at a single one. He had been thoroughly sold on the idea that business was bad.

"MORAL: Take another shot at the glass partition. You'll find it isn't there."

Who is Who

L. E. Lutes, formerly in the drug business at Poplar Bluff, Mo., is now successor to the Gunning Palmer Drug Co., at Longmont, Col.

Walter C. Bender is a candidate for the Council of St. Joseph, Mo. He is ex-president of the Mo. Ph. A. and a member of the State Board of Pharmacy.

Arthur Wilson Linton, associate professor of pharmacy at the University of Nebraska and secretary of the Washington State Pharmaceutical Association, died, January 26, at his home in Seattle, following six weeks' illness with typhoid fever. He was a tireless and efficient worker for the betterment of pharmacy.

Simon N. Jones died at his home in Louisville, Ky., March 8. Mr. Jones was one of the founders and ex-president of the N. A. R. D. He devoted much of his life to organization work. He was a life member of the A. Ph. A., president of the Louisville College of Pharmacy (from which he was graduated in the 60's) and was one of the best loved men in pharmacy.

We Want Your Co-operation

We Are Spending Over

\$100,000.00

ADVERTISING

PARMINT

FOR

**Coughs, Colds, Hoarseness,
 Bronchial Coughs and Irrita-
 tions of the Throat.**

Big Money Maker—Fast Seller—Good Repeater

**GET IN LINE AND GET YOUR
 SHARE OF THE PROFITS**

**International Laboratories, Inc.
 Binghamton, New York**

Technique Plus

In filling a prescription correctly, a druggist is only following the laws of his profession, of which exactness is one of the prerequisites. Anything extra that he may do to please his customers in the way of prompt, cheerful service and neat, attractive bottles is well worth while in establishing good will.

Most druggists find it advisable to use

Circle **(A)** Corks

The Standard Prescription Corks of America exclusively in their prescription work. Cut only from selected corkwood, Circle A Corks are all strong and sound. They cause no delay by breaking off or splitting, and the finished prescription will not have to be refiltered. Furthermore, their correct taper and smooth, velvety finish harmonize with the quality of your prescription work. When you use Circle A Corks you use the best.

Armstrong Cork Company



A sample bag of 100, sizes 2 to 6, will be sent upon receipt of 20c in coin or stamps.

114 Twenty-third Street, Pittsburgh, Pa.

Look Out for Imitations and Counterfeits of **OTHINE DOUBLE STRENGTH**

Othine is never sold at less than the regular price, and is never given in exchange for advertising or other service. We do not employ any traveling salesmen or special agents or representatives. Beware of persons soliciting orders by phone, telegraph, mail or otherwise for immediate acceptance on cash or C. O. D. basis.

Should you be offered so-called Othine at less than the regular price, Please wire us at our expense, and we will advise you what steps to take.

OTHINE LABORATORIES

327 WASHINGTON ST. BUFFALO, N. Y.

A BIG MONEY MAKER **HENNA D'OREAL**

The Only Paste Hair Coloring on the Market
**NEW FRENCH DISCOVERY—A QUICK
SELLER**

Composed of pulverized Henna and Herbs
Only Harmless Coloring in the World
Will Not Stain the Scalp or Rub Off
All Shades Easy to Apply

Beware of inferior substitutes. Henna D'Oreal is a perfect preparation proven absolutely best.

IN GREAT DEMAND

**Brings Constant Repeat Orders
EVER INCREASING PROFITS**

Henna D'Oreal will satisfy your most exacting customers and constantly increasing profits are yours.

YOU WILL NEVER HAVE COMPLAINTS

Henna D'Oreal Comes in 14 Different Shades
Cendre-Light Blond, Cendre-Blond, Chatain Clair-Reddish
Blond, Light Brown, Light Chestnut, Light Medium Brown,
Chestnut, Medium Brown, Brown, Medium Dark Brown,
D. K. Chestnut, Dark Brown, Black, Auburn, Light Au-
burn, Medium Auburn, Dark Auburn.

Price \$9.00 Doz. F. O. B., N. Y.

B. PAUL

Manufacturer

21 W. 39th St., N. Y. C.

MEYER'S CHANGE BULLETIN

TO KEEP YOU POSTED

Price Changes that Occurred from Feb. 10 to March 11, 1922, Incl.

In order that our friends in the drug trade may be kept as fully informed as possible as to price changes and thus be enabled to take advantage of unusual conditions now prevailing, we propose to issue frequent lists of market changes and price revisions.

It is our suggestion that you note carefully these changes and take advantage of the increased cost of various items you now have on hand.

Price Changes that Occurred from Feb. 10 to March 11, 1922, Incl.

ADVANCES

Crane's Liver Pills (Chicago)	doz.	\$ 2.40
Graham's Complexion Cream, small	doz.	4.50
Koenig's Elixir Iron	doz.	12.00
Koenig's Herb Pills	doz.	2.00
Sanazone Deodorant, 25c size	doz.	2.40
S and D Mel Maroba	doz.	18.00
Pan-Pepic Tablets, 25's	doz.	3.60
50's	doz.	4.80
100's	doz.	6.60
Benzothymol, 4 oz.	doz.	4.20
8 oz.	doz.	7.20
Pints	doz.	11.40
Benzothymol Modified, 4 oz.	doz.	4.20
8 oz.	doz.	7.20
Pints	doz.	11.40
Sozodont Tooth Paste	doz.	3.15
Powder, small tins, now 35c retail.	doz.	3.15
Cutizine, 4 oz. Waterbury's	doz.	2.25
Wyeth's Tolu and Cherry Cordial	doz.	13.98
Pints	doz.	13.98
Gallons	each	7.06

DECLINES

Abbott's Saline Laxative	doz.	8.40
Large	doz.	4.20
Medium	doz.	2.50
Small	doz.	8.00
Anakesis (Silbee's)	doz.	8.50
Aseptikons, now packed 10 in box	doz. boxes	8.50
Athlophors	doz.	8.50
Chocolax, Stearns, large	doz.	1.75
Small	doz.	.75
Ferrolax, pints	doz.	14.00
Frivole Toilet Water	doz.	12.00
Extract, 1/2 lb bottles	lb	12.00
Extract, 1 oz. bottles	doz.	16.00
Talcum Powder	doz.	2.80
Jayne's Liniment, now 25c retail.	doz.	2.00
Kasagra Stearns, pints	doz.	18.00
2 oz.	doz.	2.10
4 oz.	doz.	4.00
5 Pints	each	7.00
LaCreme Disinfective Soap	doz.	1.00
Liquid Pearl Champlins	doz.	5.00
Lilly's Pancreatin	doz.	3.40
1 lb bottles	lb	3.40
1/2 lb bottle	lb	3.60
1/4 lb bottle	lb	3.80
1 oz. bottle	oz.	.30
Formaseptol	doz.	3.40
1 gallon	each	3.40
1 pint	doz.	7.65
1/4 pint	doz.	2.55
Mary Garden Cold Cream	doz.	4.80
Vanishing, small	doz.	9.80
Tissue	doz.	12.00
Extract, 1/2 oz.	doz.	22.40
1 oz.	doz.	52.80
2 1/4 oz.	doz.	2.40
Stick Pomade	doz.	4.80
Compact Powder	doz.	9.60
Compact Powder No. 100	doz.	9.60
Cobination Powder No. 175	doz.	9.60
Face Powder, size 1	doz.	5.76
Talcum, large	doz.	3.36
Talcum, small	doz.	8.16
Liquid Rouge	doz.	16.80
Sachet, 1 oz. bottle	doz.	9.60
1/2 oz. bottle	doz.	4.80
No. 75 Rouge	doz.	21.60
Soap	doz.	40.80
Toilet Water, 7 1/2 oz. size	doz.	28.80
5 oz. size	doz.	14.40
2 1/4 oz. size	doz.	8.00
Mendenhall's R No. 40 now \$1.00 retail.	doz.	8.00

Omega Corn Cure	doz.	2.25
Pratt's Baby Chick Food	doz.	2.40
Preventum (now 2 in box)	doz.	2.50
Rigands Un Air Embaum Compact No. 2	doz.	14.40
Sangin, Jones, \$1.20 now \$1.00	doz.	8.00
Sanitol Compact Rouge	doz.	2.80
Shaving Soap Powdered	doz.	2.00
Shaving Soap Stick	doz.	2.00
Violet Elite Soap	doz.	2.00
Tooth Dentifrice, large	doz.	4.80
Tooth Dentifrice, small	doz.	2.80
Tooth Powder	doz.	2.00
Shaving Cream	doz.	2.80
Face Cream, white	doz.	2.80
Pure Cold Cream, jars	doz.	2.80
Pure Cold Cream, tubes	doz.	2.00
Massage Cream (rolling)	doz.	2.80
Compact Face Powder	doz.	2.80
Talcum Powder	doz.	2.00
S and D Ferro-Maganese Peptonate	doz.	10.00
Plain 12 oz.	doz.	10.00
With Arsenic, 12 oz.	doz.	10.00
With Cascara, 12 oz.	doz.	10.20
Panpeptic Powder, lbs.	per lb	6.00
Oz.	per oz.	.50
Sedatole, pints	doz.	15.00
Camphor Ice	doz.	2.00
Glycero Phos. Comp., pints	doz.	17.00
Sodio Phos. Comp., 12 oz.	doz.	9.60
Detergal, 4 oz.	doz.	3.00
16 oz.	doz.	7.00
Disk, Antiseptic, 25 in bottle	doz.	3.00
Solvax, now 50c retail	doz.	4.00
Spratt's Puppy Biscuits, medium	doz.	3.75
St. Bernard's Pills	doz.	2.00
Stanley's (Westmore's) Rouge	doz.	1.00
S. S. White's Tooth Powder	doz.	3.00
Wyeth's Elixir Strontia Salicylate Comp., pints	doz.	14.82
Elixir Vibur. Hydrastis Comp., pints	doz.	22.45
Elixir Vibur. and Hydrastis Comp., gallons	each	12.70
Essence Pepsin, pints	doz.	12.00
Essence Pepsin, gallons	each	7.00

NEW ITEMS

Ayers, H. H. Theatrical Powder 75c	doz.	7.20
Blancard's Syrup (290 grams)	doz.	12.00
Pills 100's	doz.	13.80
Bonella Beautifier No. 7T	doz.	8.00
No. 5	doz.	12.00
Bulgarian Blood Tea, large	doz.	10.40
Burnham's Jasmine Cream, large	doz.	14.40
Codamines, Stearns 12 oz. bottle	doz.	8.00
Elmo Cleansing Cream, \$1.00 retail	doz.	8.00
Cucumber Cream, \$1.00 retail	doz.	8.00
Fitch's No. 16 Superb Tonique, Hair Tonic	doz.	12.00
Lemon Cream No. 16 (1 lb)	doz.	6.00
Graham's Lemon Skin Whitener Soap	doz.	.85
Henno Hair Shampoo	doz.	.75
Hind's Honey and Almond Cold Cream, jars	doz.	4.50
LaCreole Talcum Powder	doz.	2.00
Cold Cream	doz.	4.00
Vanishing Cream	doz.	4.00
Cleansing Cream	doz.	4.00
Massage Cream	doz.	4.00
Hair Color Restorer	doz.	12.00
Eye Brow Pencils	doz.	2.00
Double Compound Rouge	doz.	8.00
Single Rouge	doz.	4.00
Lip Stick Rouge	doz.	2.00
Almond Lotion	doz.	4.00
LeGear's Roup Remedy, 25c	doz.	2.00
LaMay Double Vanity Box	doz.	13.50
Vanity Refills, 35c size	doz.	3.00
Liquid Shumake (Kidney remedy)	doz.	6.00
Mad Nail Polish	doz.	2.80
Mary Garden Lip Rouge No. 3, med. dark	doz.	2.40
Natone Lemonated Shampoo	doz.	4.25
Odor-Noc	doz.	10.20
Oxien Tonic Tablets, large	doz.	8.00
Paw Paw Tonic	doz.	9.00
Pho-Mus-Tine 50c	doz.	4.00
25c	doz.	2.00
Prophyllacto	doz.	4.40
Renown Remedy	doz.	2.00
Salacetin Comp. Bell & Co. 100's	doz.	6.00
School's Zinc Ox Corn Pads	doz.	2.80
Bunion Pads	doz.	2.80
Trulax, 10c size	doz.	.85
3 doz. in carton	carton	2.50
25c size	doz.	2.00
Vitamine "Voss" Plain	doz.	4.80
Compound	doz.	4.80
Zi-O-Dine Dental Cream	doz.	4.00

PECAN PYRAMIDS

The delicious, different Pecan confection, which is taking the country by storm.

Advertising in Saturday Evening Post, Vogue, Vanity Fair and Spur immediately made this tempting Pecan candy popular.

Dealers who have bought Pecan Pyramids say they are the biggest candy hit in years and re-order again and again.

A wonderful 10c seller.

Write or wire for distribution and prices.

STEVENS-ETTER
SAN ANTONIO, TEXAS

Remember When Selling LISTERINE

THE LARGER SIZES COST YOU LESS

Therefore—

The larger the bottle you sell, the greater your percentage of profit!

—and it's not at all difficult.

Try it—always.

LISTERINE TOOTH PASTE

is now

\$4.00 PER DOZEN

LAMBERT PHARMACAL COMPANY
ST. LOUIS, MO.

Special Offer

Dickey's Old Reliable Eye Water

In Gross Lots **\$24.00**
ONE DOZEN FREE
5 Per Cent Trade Discount

—SOLD BY ALL JOBBERS—

Dickey Drug Company
Bristol, Virginia

SLEEPER'S LIGHTNING POISON FLY PAPER

Reams and Ready Cut in Envelopes	
Pays Large Profits to Retailer	Cheap to Consumer
Large Sheets, per ream.....	\$7.00
Large Sheets, per quire.....	.40
Envelopes, ready cut of 8 sheets, 50 envelopes to a carton	1.25
Retails at 5c a sheet 5c an envelope	
Every sheet guaranteed	

Mfg. by A. L. Sleeper & Son, Brownsdale, Minn.

There should be something in a man's life greater than his occupation or his achievement; grander than acquisition of wealth; higher than genius; more enduring than fame.—Orison Swett Marden.

You'll be gratified with "Certified".

Humidity and the Weather

"A red sun has water in his eye."

"When walls are unusually damp, rain is expected."

"Tobacco becomes moist preceding rain."

"Corns, wounds and sores itch or ache more than usual before rain."

"Ropes being difficult to untwist indicate rain."

"A rising fog indicates fair weather; if the fog settles down expect rain."

"Smoke falls to the ground preceding rain."

"Heavy frosts bring heavy rain; no frosts, no rain."

"The larger the halo about the moon, the nearer the rain clouds and the sooner the rain may be expected."

"Sunflower raising its head indicates rain."

"Rainbow in the morning, shepherds take warning; rainbow at night, shepherds' delight."

"Floors saturated with oil become very damp just before rain."

"Soap covered with moisture indicates bad weather."

Easy Money

Three off on the 10th of the month means a saving of 36 per cent per annum. As you can't afford to lend money to yourself at that rate, discount your bills.—Western Druggist.



If you had
the privilege
of designing



Your

Ideal Soda Service

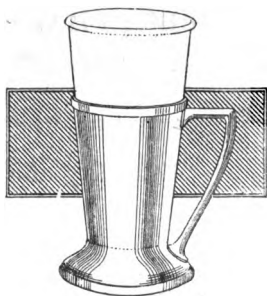
how would it differ from

Dixie Soda Service?

YOU would have the cups snow
white with smooth, round edges,
rigid like a glass free from wax.

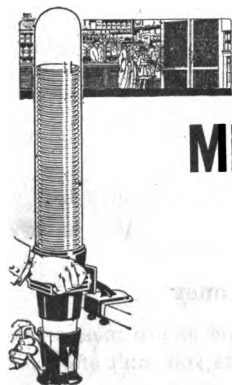
YOU would have them protected
from dust and flies in an auto-
matic Dispenser.

YOU would
have your
silver holders of
solid construc-
tion to permit
free use of
spoons.



WHAT else can you suggest to
make your service more perfect?

DIXIES are just such paper cups.
We designed them with ideas
such as yours in mind.



**MEYER BROS.
DRUG CO.**
SALES AGENT

St. Louis, Mo.

HERE AND THERE

Bromine, discovered by Balard in Montpelier, France, in 1826.

Epsom Salt is now extensively used as an addition to the bath. Meyer Certified brand is the most satisfactory.

Be Kind to Animals Week has been endorsed by President Harding. It will also receive the endorsement of "some husbands".

'To-day is that to-morrow of which yesterday we hoped so much.' If to-morrow we would not again be disappointed we must act to-day.

Progress, beyond a mere multiplication of devices and a natural increase in capacity of units, depends primarily upon scientific research.

An interest in politics of the right kind is being taken by the retail druggists of Chicago, who will make themselves felt at the primaries and the coming elections.

The Mo. Ph. A., organized in 1879, will meet at the Elms Hotel, Excelsior Springs, June 13-16. Fred H. Swift, of Vandeventer Ave. and Olive St., St. Louis, is president.

"Many are called but few are chosen." Why is it that more do not really prepare for board examinations? As an example, twenty-eight applied and only eleven passed a recent examination in Ohio.

Honest Advertising. There always is the temptation of making strong claims in connection with printed matter, which you may not consider exaggerated, but probably the public will.



One Third of the World's Gold is now in the United States, as the property of our government. The amount is approximately \$3,676,000,000.

Nebulous and False. A New York man, when served with a warrant, criticized the charge as being "nebulous and false." We suppose he added the word "false" so that his opinion would be understood by those who were not astronomers.

Try the Drug Store First. After all that has been done by organizations, we find that some retail druggists are careless about giving these signs prominence in their stores. Do not fail to place the signs in such a way that they can be seen from outside of the store.

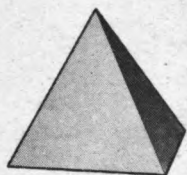
Do not Call a Doctor "Mister." because in a series of political advertisements, published during a Memphis, Tenn., campaign, a local physician was referred to as, "Mister," instead of "Doctor" and he has sued for \$100,000.00. The petition recites that the political advertisements were "a studied effort on part of defendant to convey the meaning that the plaintiff was not skilled or learned in his profession and not entitled to hold a position requiring a reasonable amount of knowledge or skill."



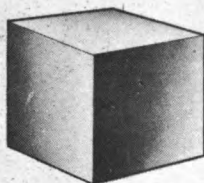
**Do you
know how the
most money is
made out of
soda fountains?**

COCA-COLA'S ANNA-LIZAS

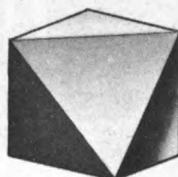
Showing the Evolution of the Turnover



An Unknown Drink



A Few Friends

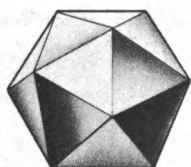


Only Local

We all know articles of merchandise that might sell, but, being unknown, don't. When it comes to turnover, they have the shape of the pyramid above. You wouldn't try to use a thing like that as a cart wheel. Why carry dead stock?

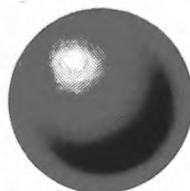
With other goods, there is a demand from about one person in every hundred. The improvement over the first type is as the cube to the pyramid. You'd almost rather shove a cube than try to turn it. *Shoving is slow work and slow-moving goods do not pay.*

Moving a little faster are goods with only a local demand. Like the odd figure above, the octahedron, they will turn on a steep enough incline, but, normally, flat surfaces bring selling to a sudden stop with each turn. Your energy is wasted trying to please everybody with what only a certain few like.



A Fad

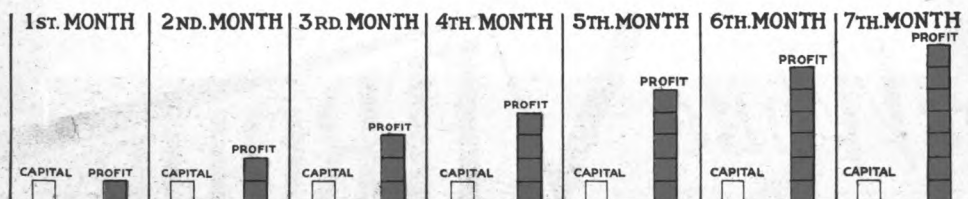
Fads are as common in goods in general as in women's clothes. For a short time they turn so fast we don't see their similarity to the figure above of outlandish name, the icosahedron, with sharp corners that are certain to bring them to an abrupt end. You can't bank on the public's passing fancy.

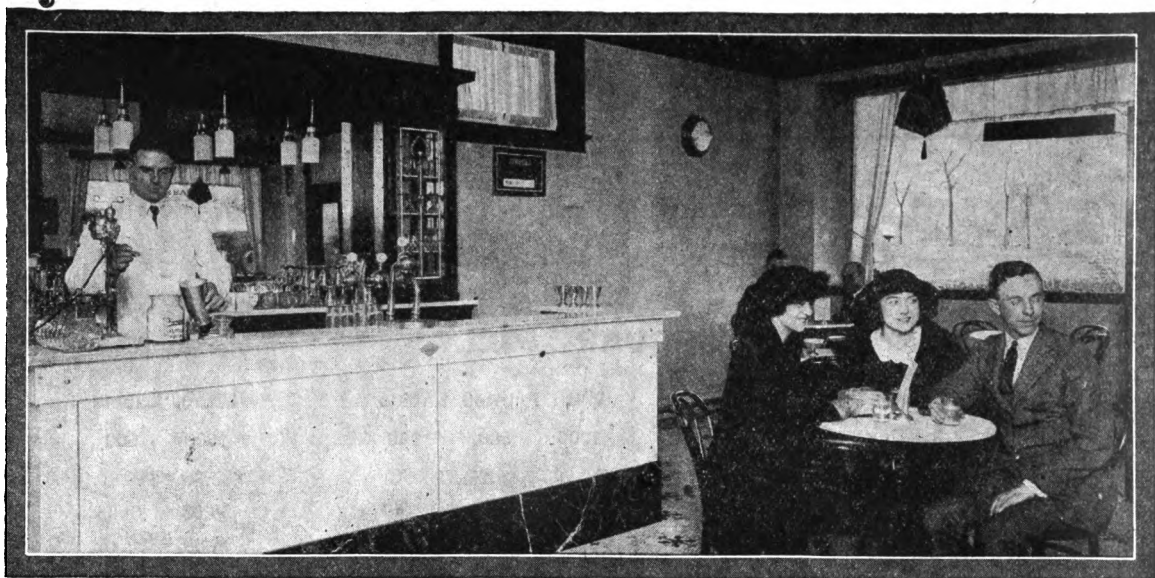


Coca-Cola

A product that comes down through the years comes rolling. Coca-Cola, through 36 years of popularity, through constant national and international advertising, has worn off all the obstructions to turnover. The pull of universal demand and the push of dealer co-operation keep it turning like a perfect sphere.

Here's why 5c is the right retail price for Coca-Cola—the turnover piles up profits month after month without requiring more than the original small investment.





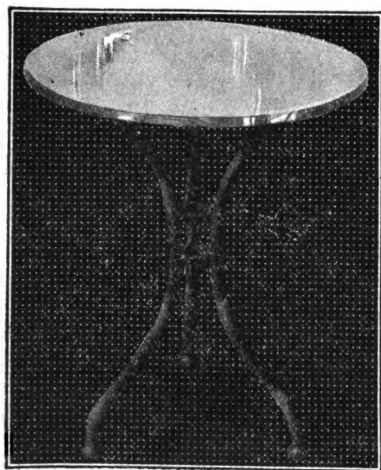
Attracting TRADE

A row of spotless white tables seizes the passing glance, calls to the half-interested "Here's a nice, clean place. Sit down and have a good, cold drink."

So Vitrolite wins the passerby. To see Vitrolite—so clean and cool—is to think of refreshment, to stop—to spend.

Let Vitrolite table tops win and keep trade for you. The stroke of a damp cloth makes Vitrolite always shining white—always attracting trade.

Vitrolite is a PURE WHITE substance, far harder and stronger than marble, that will not stain. Made into table and counter tops—used everywhere in ice cream parlors, lunch rooms and drug stores. Ask your jobber or write us.



THE VITROLITE COMPANY, Chamber of Commerce Bldg., CHICAGO

Pure White **VITROLITE**

Gold Edge Shouldered Pill and Powder Boxes

Covered with fine enameled papers in assorted colors with four GOLD edges. Made of fine board.

SQUARE PILL

No.	Dimensions			With Printed Labels			Litho. Labels	
	Sq. of Box	Depth		1000	500	250	1000	500
051	1 1/4	in. 3/8	in.	\$32.90	\$16.95	\$ 9.10	\$35.35	\$19.60
052	1 7/16	in. 1/2	in.	33.60	17.30	9.45	36.05	20.00
053	1 11/16	in. 9/16	in.	33.80	17.80	9.80	36.80	20.45
054	1 15/16	in. 11/16	in.	34.85	18.35	10.65	37.80	21.35
055	2 1/8	in. 13/16	in.	36.05	19.25	11.30	41.30	23.10
056	2 3/8	in. 15/16	in.	38.35	20.85	12.25	43.70	24.30

OBLONG POWDER

No.	Dimensions			With Printed Labels			Litho. Labels	
	Sq. of Box	Depth		1000	500	250	1000	500
0141	1 3/16x2 1/16	3/4 in.		\$35.50	\$18.50	\$11.20	\$38.60	\$21.30
0142	1 3/8	x2 3/8	7/8 in.	35.50	18.50	11.20	38.60	21.30
0143	1 5/8	x2 5/8	1 in.	38.65	21.00	12.45	41.70	23.95
0144	1 7/8	x2 7/8	1 1/8 in.	42.30	23.00	13.60	45.80	26.25
0145	2 3/16x3 3/16	1 1/4 in.		45.90	25.05	15.00	49.55	28.55
0146	2 3/8	x3 3/8	1 3/8 in.	54.10	29.20	16.80	57.75	32.75
0147	2 3/4	x3 3/4	1 1/2 in.	59.90	32.00	18.90	64.05	35.85

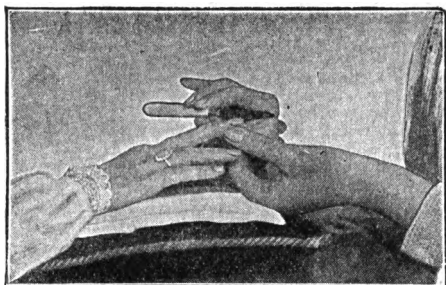
Can furnish promptly all of the other sizes and styles, such as dandy slides, round pill, etc., with or without labels.

SLIDE BOXES PRINTED two, three or four sides, no price can be made without specification of what is needed.

Send your Paper Box orders to us, and we will give same our prompt attention.

MEYER BROTHERS DRUG COMPANY

ST. LOUIS, MISSOURI



It must be remembered that both good ingredients and skillful manipulation are essential to success with even the best of formulas.

Nail Varnish

Hard Paraffin drachm 1
 Otto of Rose minims 3
 Chloroform, to make ounces 2
 Dissolve.

Nail Polish, Powder

Talcum 334.00 grammes.
 Tin oxide 666.00 grammes.
 Carmine and perfume to suit,
 To make 1000.00 grammes.

Nail Polish

Talcum 554.00 grammes.
 Tin chloride 334.90 grammes.
 Tragacanth, powder 1.10 grammes.
 Glycerin 110.00 grammes.
 Carmine to color,
 Water to make 1000.00 grammes.

Nail-Polishing Stick

Putty powder ounces 4
 Carmine grains 10
 Perfume to suit
 Mucilage of tragacanth enough

The powders and perfume are well mixed, then massed with the mucilage and rolled into sticks.

Finger Nail Tint

By varying the amount of cosin in the subjoined formula any desired tint may be secured:

Erosin 10 grs.
 White wax ½ dr.
 Spermaceti ½ dr.
 Soft paraffin 1 oz.
 Alcohol a sufficient quantity

Dissolve the cosin in as little alcohol as will suffice, melt the other ingredients together, add the solution and stir until cool.

For Brittle Finger Nails

1. Oil of Mastic 15.0 grams
 Sea Salt 2.0 grams
 Rosin 1.5 grams
 Alum 1.5 grams
 Yellow Wax 1.5 grams
 2. Lanolin 10.0 grams
 Zinc Oxide 1.0 gram
 Calcium Glycerophosphate 1.0 gram
 Sodium Arsenate 0.5 gram
 Pilocarpine Nitrate 0.1 gram
 Extract of Nux Vomica 0.5 gram
 Cochineal, sufficient to color.

Apply at bedtime and cover the finger tips with glove fingers.

MEYER
RED DIAMOND

GRANULATED CHARCOAL

FOR POULTRY

Successful poultry raisers prefer granulated charcoal for their chickens because it fills a need in the digestive apparatus of the fowls. It is better than grit or gravel because it is antiseptic thus tending to keep down digestive disturbances. The Red Diamond brand is sifted to size hence there is no waste.



Large 5 lb Packages Dozen \$5.20
 Small 2 lb Packages Dozen 2.80

MEYER
RED DIAMOND
SOLUTION

CRESOL COMPOUND

—A—
DISINFECTANT



Destroys germs about the kitchen sink and in damp closets, musty corners, sewer outlets, cess-pools. Purifies slop-jars, dish-rags and vessels used in the sick room.

A THOROUGH GERM KILLER

PRICE

3 oz. Bottles Per Dozen \$2.00

KREMOLA**DR. C. H. BERRY CO.**

CHICAGO

FRECKLE OINTMENT

Kremola makes the skin beautiful. A scientifically medicated cream that does wonders for a bad complexion. Removes tan, moth patches, dark spots, eczema, etc.
 Price \$1.25, Doz. \$10

SUPERIOR

CREAMS

These snow white creams will not become rancid. Are made and fully guaranteed by Dr. C. H. Berry Co. We most heartily recommend them. Don't fail to include these two in your order.

MEYER BROS. DRUG CO., St. Louis, Mo.

Freckle Ointment positively removes freckles; giving beautiful complexion. A big seller and good repeater. A cream of unrivaled value.

Retail Price, 65c \$1.25

Doz. Price, \$5.00 \$10

CREAMS



KEEP UP YOUR STOCK OF ED. PINAUD'S

Hair Tonic**Eau de Quinine****AND****Lilac Vegetal****Toilet Perfume**

These long established staples are good sellers, turn over quickly and satisfy your customers. There is nothing so good in quality and they are in constant demand. ED. PINAUD'S name is a guarantee of finest quality.

THE SUCCESSFUL PHARMACIST OF THE FUTURE

is the man or woman who has had laboratory experience under practical and scientific guidance. The faculty of distinguished teachers and the laboratory facilities offer you such advantages at the

ST. LOUIS COLLEGE OF PHARMACY*A School Devoted Exclusively to Pharmacy*

FACULTY—Francis Hemm, Ph. G., Hon. M. D.; H. M. Whelpley, Ph. G., M. D., Ph. M.; Chas. E. Caspari, A. B., Ph. D., Hon. Ph. G.; Leo Suppan, Ph. G., B. Sc.; Carl G. Hinrichs, Ph. C.; J. C. Hoester; H. A. Vogler, Ph. B., Ph. C., Ph. G.; J. A. Warner, M. D.; Warren G. Rainey, M. D.

Write for Catalog—ST. LOUIS COLLEGE OF PHARMACY, 2108-2110 Locust Street, St. Louis



Rebuilt

CASH REGISTERS AND COMPUTING SCALES

All Styles and Sizes

BOUGHT, SOLD OR REPAIRED

Everything Guaranteed

SOUTHERN STORE SPEC. & CASH REGISTER CO.

1016 PINE STREET

ST. LOUIS, MO.

HOW TO DO THIS AND THAT

How to Grease and Waterproof Card Board

It is likely that more than one method is followed. The only information we have on the subject comes from the Pharmaceutical Journal, of England, which gives the following process:

"The cardboard is immersed in a hot solution of one part of gelatin in ten of water. When saturated remove from the bath, drain, and immerse in a solution of one part of formaldehyde (40 per cent) in five parts of water at the ordinary temperature. Upon exposure to light after this treatment the cardboard becomes waterproof. It should be dried until the odor of formaldehyde has disappeared."

How to Prevent Fires.

Do not wait for fire prevention day to stimulate you in studying ways and means of lessening the life of fire. Study the subject at once and urge your clerks to do likewise.

Give the preference to "strike-on-the-box" or "safety" matches, but in case of buying the "strike-anywhere" match, get one in which the white head is surrounded by a black bulb.

Keep matches out of reach of little children.

Never throw away a match until every spark is out.

Place stoves, furnaces and pipes far enough from walls and woodwork to avoid overheating, and cover the nearest wooden surfaces with sheet asbestos, sheet iron or tin. If iron or tin is used, leave an air space behind it.

Never pour ashes into wooden boxes or barrels. Have a strong metal box.

Thaw frozen water pipes with hot water, not with flame.

Be careful not to use stove polish on a hot stove. Wait until it is cold, and be sure you know what is in the stove polish you are using. Buy the safe kinds.

Don't allow rubbish of any kind to accumulate.

Always remember that you must take no chances with gasoline. It is one of the most dangerous materials in common use. It must always be kept in a tightly fastened can, never in bottles. Never clean with gasoline indoors.

Never look for gas with a match or flame.

Never leave an electric device, even for a moment, without making sure that the current is turned off.

—3—

No matter what business you take up, if you want to succeed, you must do what you have to do a little better than any one about you, so that the attention of your superiors will be attracted to you. Simply doing your duty will not do, for every one is expected to do his duty. You must do a little more than your duty. You cannot make people believe you are interested in your work if you are not.—Charles M. Schwab.

ARE YOU INTERESTED IN TIN CANS?

If so, remember we are makers of the
Largest Variety in the United States.

With the infinite care with which each
order is executed we have established a
reputation that is unparalleled.

Your Inquiries are Solicited

COLUMBIA CAN COMPANY

MADISON STREET

From First to Second St.

SAINT LOUIS

Your customers will be keenly
disappointed if you are unable
to supply them with

Mayr's Wonderful Remedy

and will go to your competitor
for it. Don't wait until you are
out, but order NOW.

Sales over ONE MILLION
BOTTLES A YEAR.

SOLD FOR OVER A HALF CENTURY
Old Homestead
Horehound Cough Drops



The
Quality
Remains
The
Same
Supply
The
Demand

**It will pay you to display and
make a big thing of this specialty**

300 lb. Bbls.	lb. \$0.13
100 lb. Kegs	lb. .13½
50 lb. Cans	lb. .15
30 lb. Pail	lb. .15½

MEYER BROTHERS DRUG CO. ESTABLISHED 1852 ST. LOUIS, MO.

PHARMACEUTICAL RECIPROCITY

How to Register in Forty-four States

Reciprocity for pharmacists who are registered by examination with certain grades and other qualifications is now in force between the forty-four active "Member states of the National Association of Boards of Pharmacy." The active member States are as follows:

Alabama	Missouri
Arizona	Montana
Arkansas	Nebraska
Colorado	Nevada
Connecticut	New Hampshire
Delaware	New Mexico
District of Columbia	North Carolina
Florida	North Dakota
Georgia	Ohio
Idaho	Oklahoma
Illinois	Oregon
Indiana	Pennsylvania
Iowa	South Carolina
Kansas	South Dakota
Kentucky	Tennessee
Louisiana	Texas
Maine	Utah
Maryland	Vermont
Massachusetts	Virginia
Michigan	Washington
Minnesota	West Virginia
Mississippi	Wisconsin

Total, 44 States, including D. C.

No Reciprocity on a Diploma

Do not try to obtain reciprocity on a diploma. Registration by examination is the only basis for reciprocity between the forty-four boards of pharmacy.

Must Work One Year After Examination

The rules require that the applicant practice pharmacy for twelve months in the state where examined before applying for reciprocity. Experience before registration or in other states does not count.

The Fee is \$15.00

The fee for the official application blank for reciprocal certificate, with instructions for executing the same, is \$15, to be sent to Secretary H. C. Christensen.

Do Not Send Cash

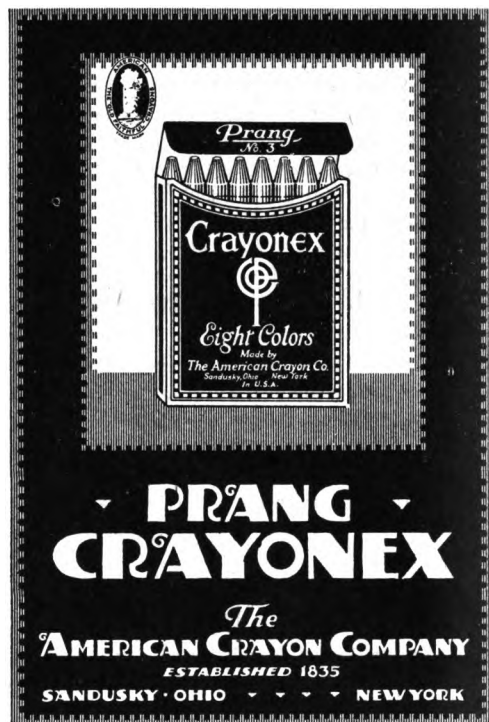
Remittance should be made by money order, bank draft, or cashier's check. If by personal check, the check must be "certified" and 10 cents additional added for exchange fee.

Study Pharmacy Law of Your State

Write to the Secretary of your State Board of Pharmacy for a copy of the pharmacy law and then study it.

Write to Secretary H. C. Christensen

Further detailed information regarding reciprocity may be had by addressing H. C. Christensen, Secretary, 130 North Wells Street, Chicago, Ill. The first step towards reciprocity is to write Mr. Christensen.



GET YOUR SHARE OF THE PROFITS

Genuine merit backed up by national advertising has made **HERMO HAIR-LUSTR** a sensation in sales. Every customer comes back for more—and tells others. Get your share of big profits by stocking Hermo Hair-Lustr at once.

HERMO Hair-Lustr
KEEPS THE HAIR DRESSED

Dresses the hair, keeps it dressed

Hermo Hair-Lustr conquers stubborn, untidy looking hair for **MEN, WOMEN AND CHILDREN**. Benefits as well as beautifies. Especially liked because—

Greaseless, Stainless, Harmless

Two quick-selling sizes—50c and \$1.00. To dealers, \$4.00 and \$8.00 per dozen. If your jobber hasn't Hermo Hair-Lustr, order from us direct.

Free Send for handsome metal and celluloid counter sign. A big sales maker

HERMO CO., 540 C. East 63rd St., Chicago, Ill.

About Nothing Particular

Are You Bothered By Crowds?

A life-sized head in cardboard, with a lighted pipe, and smoke issuing from the mouth in regular puffs, just as a regular smoker would expel it, proved such an attraction in a Chicago cigar store window that the police were obliged to dispel the crowds two or three times during one day. The display was for the purpose of advertising a new pipe.

To be Right is Not Always Sufficient

Unhesitating confidence in the consciousness of being right, like blind faith, may sometimes lead to disastrous consequences. This is brought out by the following epitaph which a chauffeur quoted for the benefit of the woman who owned the auto and complained because he turned out for every "road hog" when the chauffeur had the right of way.

"Here lies the body of William Jay,
Who died maintaining his right of way;
He was right, dead right, as he sped along,
But he's just as dead as if he'd been wrong."

Try the Oklahoma Drug Store First

The Oklahoma Ph. A is scheduled for a meeting at Oklahoma City, April 11, 12 and 13. The slogan of, "Try the drug store first", has been adopted and ten thousand buttons bearing the same have been distributed. A "Try the drug store first" parade will be a prominent feature of the occasion. Oklahoma never does things in halves and the drug stores should be crowded as a result of this movement. For further information, address General Secretary Caldwell, of the Oklahoma City R. D. A.

Owl Not Only Wise but Also Useful

"Owls as a group have long been persecuted by man, but never has persecution been more unjust," says the Biological Survey. "More than 50 varieties of owls feed on a great variety of rodents and have useful habits," the booklet continues. In Washington, D. C., the survey recently determined what 675 barn owls had for dinner. Here is the menu, by variety and number of dishes consumed:—

Meadow mice, 1,119; house mice, 542; house rats, 134; other small animals, 3 per owl. And the service done man by the barn owl, the booklet says, is typical of that performed by hawks and owls in general. An occasional chicken is consumed, but this loss is far outweighed by the destruction of harmful rodents.



Do You Grow Ginseng?

The American Ginseng, which is closely related to the members of the carrot family, grows naturally in rich, damp soils, such as are usually found in forests, and may be associated with other closely related plants which the casual observer would mistake for true ginseng. The first season it is small and inconspicuous, being about two inches high and possessing not over four leaves. The second year there is produced a single stem, at the top of which are found one or more compound leaves, made up of from three to ten leaflets. By the time the plant is five or six years old it will have formed three or four leafstalks, each bearing several leaflets.

Too Awful to Tell.

The breaks that candidates for registration make when trying to answer the board of pharmacy questions are quaint, queer and curious. The vagaries of the human mind on such an occasion are beyond the understanding of an ordinary board of pharmacy member. As a point in evidence, we will give the answer a candidate for registration decided was the proper response to the question, "Describe gossypium purificatum." After due deliberation the would-be pharmacist said, "It is a fine, white powder called Plaster Paris, easily used by dentists to make forms." No wonder a board member in sending in this information warned us that it was too awful to tell. However, on second, sober thought, he added "but it is one that is too good to keep." We agree with him in his revised statement and feel justified in letting our readers have the benefit of the whole affair. What board of pharmacy can make a better showing when it comes to a competition for "cross questions and crooked answers?"



Don't Counter Prescribe

With our present knowledge of sanitation even the most indifferent housewife will not purchase food which has been "peppered" by flies.

Revised Price List of THE S. H. WETMORE COMPANY ATOMIZERS, CENTURY

HARD RUBBER with interchangeable Spray tips:

Nos.	DOZEN
5 for Throat—2 tips for Water or Oil.....	\$ 9.00
100 for Throat—2 tips for Water or Oil.....	7.50
150 for Throat—2 tips for Water or Oil.....	8.25
450 for Throat—2 tips for Water or Oil.....	9.25
20 for Throat and Nasal—3 tips for Water or Oil.	9.75
25 for Throat and Nasal—4 tips for Water or Oil.	11.00
125 for Throat and Nasal—4 tips for Water or Oil.	10.25
200 for Throat and Nasal—3 tips for Water or Oil.	8.25
250 for Throat and Nasal—3 tips for Water or Oil.	9.00

HARD RUBBER with plain spray tip:

10 for Throat—1 tip for Water or Oil.....	11.00
40 for Throat and Nasal—2 tips for Water or Oil.	11.75
50 for Throat and Nasal—3 tips for Water or Oil.	13.00

HARD RUBBER with plain spray tip:

* 75 for Throat—1 tip for Water.....	5.75
350 for Throat—1 tip for Oil.....	8.00

ATOMIZERS, OLYMPIA

HARD RUBBER with plain spray tip:

* 3 for Throat—1 tip for Water.....	5.25
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ATOMIZERS AND NEBULIZERS, CENTURY

METAL:

1 Nasal for Vaseline.....	} DISCONTINUED TEMPORARILY
2 Nasal and Throat for Vaseline.	
33 Oil Nebulizer for Nose	
66 Oil Nebulizer for Nose and Throat	

BULBS, Complete with Tubing:

Atomizer, large, each in folding box.....	\$ 3.00
Atomizer, medium, each in folding box.....	2.75
Atomizer, small, in bulk only.....	2.25

BULBS, Without Tubing:

Atomizer, large	2.25
* Sold at net prices and not to be included in the quantity discounts.	

QUANTITY DISCOUNTS

\$15.00 assortment less 5 per cent.
25.00 assortment less 10 per cent.

Caustic Points, Wetmore's, \$1.00 per doz.
(90% Nitrate Silver Guaranteed.)

Cigarettes, Cubeb, R. B.
12 in a Pack.

{ 1 dozen in box, 85c per dozen
3 dozen in cash box \$3.00 per box
6 dozen in cash box 5.75 per box

Pencils, Styptic, Century, 1doz. on a card, 50c doz.

SUSPENSORIES, CENTURY

Made in Four Sizes

SMALL, MEDIUM, LARGE & EXTRA LARGE

WITHOUT UNDERSTRAPS

This is the only suspensory made without understraps, which is guaranteed not to "slip off."

No.	Per doz.
8—Soft Scrim Pouch.....	\$ 4.25
12—Finest India Muslin Pouch.....	4.75

14—Pure Linen Pouch	5.75
16—Silk Bolting Cloth Pouch Discontinued	
20—Pure Silk Net Pouch	7.50

WITH ELASTIC UNDERSTRAPS

28—Soft Finish Scrim Pouch.....	\$ 6.00
32—Finest India Muslin Pouch.....	7.50
34—Pure Linen Pouch	8.50
36—Silk Bolting Cloth Pouch Discontinued	
40—Pure Silk Net Pouch.....	10.50

Prices Subject To Change Without Notice

THE S. H. WETMORE COMPANY

240-242 PEARL STREET

NEW YORK

FOR SALE BY ALL JOBBERS



Now every man can shave his own way with these famous blades

WE have decided to let all men shave their own way with the marvelous Durham-Duplex blades by adding the DuBarry Model to the Durham-Duplex line. The famous Durham-Duplex blade can now be used either as a regular razor, as the Durham-Duplex safe razor, or as a regular safety razor.

DURHAM-DUPLEX

The Razor for He-Men



We are telling the story of the new set in the biggest advertising campaign ever undertaken by a razor manufacturer. Thousands of He-Men right in your community will welcome the chance to enjoy the famous Du ham-Duplex blades by buying the DuBarry Set. Ask your jobber for details.

Durham-Duplex
Razor Company

JERSEY CITY, N. J.

WHAT IS DOING

The Metric System is Gaining in Favor.

Pharmaceutical literature has for several years past been placing the metric system before the drug trade. We sound the note of warning that the metric system is making great progress towards the point where it will be the obligatory system not only in pharmacy but wherever weights and measures are used in the United States. The Bureau of Standards of the Department of Commerce of the United States now has 57,800 petitions in favor of the general adoption of the metric system. They come from prominent persons and powerful commercial, manufacturing, civic and fraternal organizations. The pharmacist who is not supplied with metric weights and measures is not fully equipped for the transaction of the drug business.

25 MILLIMETERS

1 INCH

Public Health and Anilin Dyes

National Research Council is giving publicity to information on this subject. The following is not entirely new to the drug trade but is stated in a manner suitable for passing on to the customers.

At first thought there seems to be no very close relation between public health and anilin dyes. Dyes, we all know, are used for coloring cloth, candy and Easter eggs. But not many people know that they are used in any way to protect the public health. To understand how this is one must know something about the workings of the public health laboratory.

If there is diphtheria or tuberculosis in a family the physician will endeavor to have cultures made and scientifically tested. When the bacteriologist in the public health laboratory receives a culture to test for diphtheria or a specimen to examine for tuberculosis he must put this material under the microscope in order to make a diagnosis. Now bacteria are very small colorless objects that look nearly all alike. In order to distinguish one from the other the bacteriologist has to color them with certain stains. The stains he most frequently uses, known as fuchsin, methylene blue and gentian violet, are all anilin dyes. Without them he could not diagnose these samples for diphtheria and tuberculosis, and would be equally crippled in the examination of certain other material that comes into him regularly. Furthermore, some of the anilin dyes are proving to be valuable medicines, as they are toxic to certain harmful bacteria without being poisonous in the slightest degree to human beings.

The man without self-confidence and an iron will is the plaything of chance, the puppet of his environment, the slave of circumstance. With these he is king, ever master of the situation.—Success.

TWELVE REASONS WHY YOU SHOULD SELL MEYER CERTIFIED DRUGS

1. **PURITY**—Each item is carefully selected and tested and is of the highest quality obtainable.
2. **SAFETY**—No chance of inexperienced help dispensing the wrong item in error as each package is plainly labeled.
3. **EFFICACY**—A certificate is placed in each package which is your insurance that the contents are certified as to purity and potency.
4. **CONVENIENCE**—Many more customers can be handled during rush periods.
5. **ECONOMY**—All items packed in containers of five or ten units, and can be replaced as sold. You avoid carrying a large stock of cartons, bottles, labels, etc.
6. **TURNOVER**—The turn-over is rapid and low stocks can be replenished quickly.
7. **UNIFORMITY**—Packages and labels are uniform, making the line very attractive for display purposes.
8. **PROTECTION**—Our label is your protection. We assume all responsibility for contents of each package.
9. **PROFITS**—Our suggested retail prices allow you a handsome profit, and you know the cost of the goods as you have no loss or waste through spillage.
10. **INVESTMENT**—You need not buy drugs in bulk to get a good price and consequently a slow turn-over. You can buy Meyer Certified Drugs in small quantities.
11. **PRICES**—Meyer Certified Drugs are priced at rock-bottom prices, made possible by our enormous purchasing power.
12. **YOURS**—Meyer Certified Drugs are sold to and by Retail Druggists only. It is your line. **SELL CERTIFIED.**

ASK OUR REPRESENTATIVE ABOUT THE NEW CERTIFIED DEALS



MEYER BROTHERS DRUG CO. ESTABLISHED 1852 ST. LOUIS, MO.

Woman's Crowning Glory

In the Spring all nature feels the impulse to spruce up and put on new dress. The trees, shrubs and fields take on the fresh soft verdure of the new year. The human animal, responding to the same call desires to appear at its best. Thus we have the annual yearning for that new spring hat or suit of clothes. Likewise the woman whose "Crowning glory" is streaked with grey aspires by artificial means to renew the desirable auburn color of youth. This then is the motive behind the usual big spring demand for



MEYER RED DIAMOND POWDERED HENNA

THE AUBURN HAIR DYE

Dealers whose customers include a goodly number of ladies will be interested in the following money-making special on Meyer Red Diamond Henna.

REGULAR PRICE

Large 1 lb. S. C. Cans	
Dozen - - - - -	\$8.00
Small 1-4 lb. Cartons	
Dozen - - - - -	2.00

SPECIAL QUANTITY OFFER

Good Only During April

DEALER'S PROFIT
\$10.40

{ 1 Doz. Large (retails @ \$1.00) Sells for \$12.00 }
{ 4 Doz. Small (retails @ .25) Sells for 12.00 }

OUR SPECIAL PRICE
\$13.60
FOR THE LOT



MEYER RED DIAMOND PREPARED WAX

THE HOME BEAUTIFIER

Much used in the spring and early summer for cleaning and polishing interior woodwork, floors, ornaments, furniture and bric-a-brac.

The Red Diamond brand is an article of guaranteed purity and quality.

PRICE

1 lb CansPER DOZEN **\$5.40**
½ GROSS @ **\$5.00** Doz. GROSS lots @ **\$4.80** Doz.

DRUG STORE LAW

Those Troublesome Narcotic Prescriptions

R. S. Howard, of Des Moines, Ia., sent a letter of which the following is a copy to every physician in his community:

Dear Sir:—

As the Revenue Agents are checking us up very carefully, now please take notice of the following Article 119, Regulations 35 of Harrison Narcotic Law.

A Narcotic Prescription must be written with ink or indelible pencil or typewritten, and if typewritten it must be signed by Practitioner with ink or indelible pencil.

Thanking you for your past favors, I am

Yours very truly,
R. S. HOWARD

Special Rule for Influenza

Prohibition Circular 73, issued recently instructs Federal Prohibition Directors to co-operate with physicians and druggists "to the fullest extent possible" in their respective territories wherever influenza is raging, or there is other public catastrophe. The instructions provide that "all applications for permits from physicians and druggists in localities affected should be acted upon as promptly as possible and such work should be given preference over all other work of the Directors' offices."

Druggists' Liquor Bonds

The Department in Washington has instructed Prohibition Directors and Internal Revenue Collectors to furnish lists of all bonds filed in their offices on which the American Bonding and Casualty Co., of Sioux City, Iowa, the Chicago Bonding and Surety Co. and the Chicago Bonding and Insurance Co. appear as sureties. Members of the N. A. R. D. who were insured by any of these companies were protected until December 31, 1921, by a blanket bond of one hundred thousand dollars furnished by the N. A. R. D.



A Dangerous Experiment for Pharmacy Students

"The man who does not yearn early in life to focus his efforts, to centralize his power, will never achieve marked success in anything."

100% PROFIT FOR DRUGGISTS

Every one needs Phonograph Needles, and here they are—60 boxes of 50 needles each, packed in a neat counter-salesman. The cost to you is \$3.00 net. With mighty little help from you this efficient salesman sells its wares for \$6.00—10c per box—bringing you a clear profit of \$3.00.

VIOLAPHONE NEEDLES

Each Needle Plays 10 Records

That's why your customers will come back again to call by name for those satisfactory Violaphone Needles.

Write Us For Special Circular

MEYER BROTHERS DRUG CO.,
ST. LOUIS, MISSOURI

PROPHYLACTO NASAL SPRAY

To avoid INFLUENZA, COUGHS and COLDS use in atomizer twice daily. It washes out the dirt and germs by causing an intense secretion, leaving the nasal passages clear and clean. Helps colds at once. The only preparation that really clears the head and gives relief in catarrh. Surest repeater on the market. Retail price 60 cents. To druggists \$4.00. Druggists also gets profit on atomizer. Free display cards and circulars. Absolutely guaranteed. Sells on sight, everyone a prospect.

From your jobber.

Prophylacto Mfg. Co. 612 S. Canal St.
CHICAGO, ILL.

THE OZONIZED OX MARROW CO.

Formerly of Chicago, Ill.

Now Located at

WARSAW - ILLINOIS

Manufacturers of

FORD'S HAIR POMADE

FORD'S HAIR STRAIGHTENING and

SHAMPOO COMBS

FORD'S ROYAL WHITE SKIN LOTION

and FORD'S SKIN OIL

ESTABLISHED IN 1858
Been doing business ever since

THE HOUSE THAT DOES

NOT PROFITEER

Ask your Jobber to show
you the line.

A BIG SELLER TO COLORED TRADE

Make More Profits

By adding a stock of

REXO CAMERAS.

"Every Click a Picture"

Rexo Cameras, Film and Supplies will bring new customers into your store and increase the purchases of your present customers. It is the line of consumer satisfaction. Send your order to

MEYER BROTHERS DRUG COMPANY
Wholesale Rexo distributors to drug trade

BURKE & JAMES, Inc.
CHICAGO - - - - - NEW YORK



Pyramidon

**Antipyretic
Antineuralgic**

**Analgesic
Sedative**

SUPPLIED in 1-oz., ¼-lb. and 1-lb. cartons, and in tablets of 5 grains in aluminum tubes of 10, and in bottles of 100 tablets.

Prices to Druggists:

Pyramidon Powder	\$ 1.00 per oz.
Lots of 25 ounces.....	.85 per oz.
Lots of 100 ounces.....	.80 per oz.
¼-pound carton	3.75 per ¼ lb
Lots of 25 cartons.....	3.00 per ¼ lb
1-lb carton	10.00 per lb
Pyramidon Tablets30 per tube
(with discount of from 100 to 1000 tube;)	10 tablets
Bottles of 100 tablets.....	2.50 per bottle

H-METZ LABORATORIES, Inc.
One-Twenty-Two Hudson Street, New York.

THIS AND THAT HERE AND THERE

There are only a few original jokes and most of them are in Congress.

Even when clam-shells were legal tender, folks had to dig for their money.

It is judiciously decreed that the legal presumption of innocence applies even to Jamaica ginger.—Boston Transcript.

The Metric System continues to gain friends every day. Every druggist should have a set of metric weights and measures.

Birds are Useful. The good that birds do to agriculture is far in excess of the damage they do to crops. Even the sparrow is a beneficial bird says the Department of Agriculture.

What Good Men May Do. The president of Brown University is credited with the statement that the world is held back to-day not by bad men but chiefly by good men who have "stopped."

The Practical Druggist, of New York City, has completed twenty-five years in drug journalism. We congratulate our contemporary on this quarter of a century of usefulness in the field of pharmacy.

Bender, W. C., of St. Joseph, Mo., is proprietor of two retail drug stores and serving the third term of five years as a member of the Missouri Board of Pharmacy, of which he is president for 1921-22.

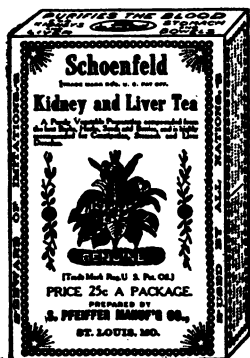
Reuter, H. W., 5825 Gravois, St. Louis, a prosperous retail druggist, is serving his first year of a five year term on the Missouri Board of Pharmacy, of which he is vice-president for the current year.

Do You Sell Bee Stings? A woman at Auburn, Me., removes the poison sacks from honey gathering bees and sells the sacks in five hundred lots for use by homeopathic physicians. They are handled by homeopathic druggists.

The naming of Twenty-nine Children. A negro woman who is the mother of twenty-nine children ran out of names and resorted to the calling of one child "little Neal" in order to distinguish him from an older brother who had to be called "big Neal."

It is Getting Better. An eminent student of the economics of business says that recent conditions in the United States have been very largely psychological. Under such conditions, the best of all ways to hasten the return of more satisfactory business is to stop talking about hard times, in other words, be an optimist not a pessimist.

Your Customers' Eyes. Of course, you cannot actually see through them but you can, by various ways and means, learn how your customers regard your store when they use their eyes. Such information is helpful and will be of value in building up a reputation in your community. Try to see your business as your trade see it.




Write for special offer on SCHOENFELD KIDNEY AND LIVER TEA

We are headquarters for Cold Tablets and Liver Pills under dealer's label. Write us your requirements.


As long as we seek your patronage we shall zealously guard the quality of our products and our good name which you have learned to trust and respect.

S. Pfeiffer Mfg. Co.
St. Louis, Mo.




(TRADE MARK)

Swanson's Preparations




(TRADE MARK)

"5 DROPS" (One Size Only)
 "5 DROP" Corn Remedy
 "5 DROP" Plaster
 "5 DROP" Salve
 The SWANSON PILL
 Manettie C. S. NERVE PILLS
 Swanson Stomach Tablets
THE SWANSON COMPANY
 Newark, Ohio



(TRADE MARK)



(TRADE MARK)

Here You Are Now-Why Bother Further Don't Waste Time-Spring is Very Near "Perfect 36"

*Nearly 100% Profit on Staple,
Self-Selling Merchandise*



Shipping Weight 11 lbs.

All packed attractively in corrugated Shipping Case, size 24x24x14.

Tags showing Retail Prices attached to each Sponge. This work is done by our Sponge Experts who grade and price each Sponge according to its Relative Value.

ASSORTED AS FOLLOWS:

		COST		SELL
16 Pcs.	Neuvitas Grassat \$0.20	\$3.20	{ 10 Pcs. Marked to Retail \$0.35 ea..... }	
	An exceptional value.		{ 6 Pcs. Marked to Retail .40 ea..... }	\$5.90
10 Pcs.	Rock Island Yellow at .32	3.20	{ 6 Pcs. Marked to Retail .50 ea..... }	
	The most durable of all the Cheaper Grades.		{ 4 Pcs. Marked to Retail .60 ea..... }	5.40
6 Pcs.	Nassau Velvetat .48	2.88	{ 4 Pcs. Marked to Retail .75 ea..... }	
	Soft and pliable, next to Sheepswool in grade.		{ 2 Pcs. Marked to Retail .85 ea..... }	4.70
4 Pcs.	Cuba Sheepswoolat .63	2.52	{ 2 Pcs. Marked to Retail 1.00 ea..... }	
	Strongest and best of all Medium priced Sheepswool.	\$11.80	{ 2 Pcs. Marked to Retail 1.15 ea..... }	4.30
			Retail Value.....	\$20.30

Special Offer, \$10.75.

PER CASE. MAY 1st DATING. COST YOU \$10.75
RETAILS \$20.30 — DON'T MISS THIS BARGAIN



NINETY-NINE out of one hundred farmers mean "BICKMORE" when they say, "Give me a box of GALL SALVE," for Bickmore has been on the market 37 years. Horse owners ask for it because it has always made good.

Is it any wonder that H. R. Klotz of Hamilton, North Dakota, says, "It is worth its weight in gold." Is it any wonder that H. S. Rash of Turner, Idaho sent 30 miles to get a box. Is it any wonder that William Link of Boughtonville, Ohio, has used it 20 years and has never found it to fail.

Isn't this the kind of gall salve you want to sell and keep selling. Look at your stock today. See if you have all sizes on hand. Order from your jobber.

Manufactured by
The Bickmore Company
Old Town, Maine

Why You Should Push Nuxated Iron

ONE of the soundest principles of business practice is that there is more profit for a druggist in quick sales at a fair profit than in few sales at a large profit. For instance—would you prefer selling a single bottle of tonic every three days at a profit of 70c or two bottles of Nuxated Iron a day, six bottles in three days at a profit of 35c each—\$2.10 in all. This is a simple explanation. Nuxated Iron is the largest selling medicine of its kind in the United States. First because of its merits, second because wide-awake druggists everywhere are pushing it. They see the sound merchandising principle of turning their money over quickly on a fast selling "repeater". Druggists know that fundamental business policy of quick sales and fair profits rather than slow sales and larger profits makes Nuxated Iron a profitable money-making line.

That is why you can afford to push Nuxated Iron.

Dae Health Laboratories
11 E. 36th St., New York City

APRIL FORMULAS



It must be remembered that both good ingredients and skillful manipulation are essential to success with even the best of formulas.

Leather Cement.

Asphalt, 6; rosin, 5; guttapercha, 20; carbon bisulphide, 75; petroleum, 30. All the ingredients except the carbon bisulphide are macerated for a few hours in a vessel standing in boiling water; the thick mass is then cooled, the carbon bisulphide added, and the mixture set aside for several days with occasional agitation.—(Neuste Erfind. und Erfahr. 1906, 33, 254.

Nux Vomica Paste for Rats

Powdered nux vomica.....	2 Parts
Breadcrumb	6 parts
Flour	36 parts
Treacle	6 parts
Oil of anise	a trace

Some people advocate the addition of saccharin to strychnine preparations so as to cover the bitter taste which it is thought deters vermin from obtaining a large dose of the poison. Soluble saccharin should be used.

Linoleum Cleaning and Polishes

To give a clean, bright appearance to a linoleum floor, wash it well with warm soapsuds and rinse with clear, warm water until perfectly clean. As soon as the surface is dry apply a coating of equal parts of raw linseed oil and turpentine, using a wide paint brush for the application. It will be found best to apply the mixture of oil and turpentine at night, so as to allow the oil to penetrate to some extent. In the morning any surplus of oil may be wiped off with old rags. The linoleum should be treated in this way about once a month. The floor should be swept with a soft floor brush, which is preferable to a broom, which is apt to scratch the surface of the linoleum and is, besides, less efficient for removing fine dust. The linoleum should be washed at least once a day with a large sponge clamped on a mop stick. Thus treated a linoleum floor surface will always look well and wear more durably.

The following is recommended as a polish for linoleum:

Yellow Wax	1 ounce av.
Carnauba Wax	2 ounces av.
Oil of Turpentine	10 fl. ounces
Benzin	10 fl. ounces

Melt the two waxes, carefully add the oil and benzin, and stir until solid.

This is used as a varnish for linoleum, oil carpet, etc.:

Yellow Wax	1 part
Amber Varnish	1 part
Oil of Turpentine	2 parts

Melt the wax, add the oil, and then the varnish. This is to be applied by means of a woolen cloth.

ALCO-BATH



A RUBBING ALCOHOL CONTAINING
90% GRAIN ALCOHOL

Delightfully

Refreshing

NON=

POISONOUS



Very

Soothing

NON=

POTABLE

At A Popular Price

In 4 ounce, 8 ounce and 16 ounce bottles

	16 Ounce Size	8 Ounce Size	4 Ounce Size
One doz. lots or less	\$5.00 per doz.	\$3.00 per doz.	\$1.75 per doz.
Three doz. lots	4.85 per doz.	2.90 per doz.	1.70 per doz.
Six doz. lots	4.75 per doz.	2.85 per doz.	1.70 per doz.
Twelve doz. lots	4.50 per doz.	2.70 per doz.	1.60 per doz.

Order a trial dozen with your next drug order.

MEYER BROTHERS DRUG CO.
ST. LOUIS, U. S. A.

Wisconsin State Board Examination

Can You Pass This Test, Given in April, 1922?

(A set of examination questions is published on page 50 of each issue of The Meyer Druggist)

The questions are printed as nearly like the original as possible. Thus, the readers of The Meyer Druggist have the same conditions of spelling, abbreviation and occasional typographical errors as occurred on the sheets used in the examination.

For further information about the examinations in Wisconsin and the requirements of the Pharmacy Law, write direct to Henry G. Ruenzel, 2332 Vliet St., Milwaukee, Secretary of the Wisconsin Board of Pharmacy.

Pharmacy

1. a. Give an outline of method employed in the manufacture of scale salts. b. Name one official scale salt which contains an alkaloid, giving the percentage of the alkaloid.

2. a. In the manufacture of Liq. Plumbi Subacetatis between what two substances does the principal reaction take place? b. What reaction occurs on exposure to atmosphere influence?

3. a. If a solution of strychnine contains four grains to each fluid dram? b. How much of it would be required to give the equivalent of 1/24 grain? c. 1/120 grain.

4. a. criticise the following prescriptions:

R. Quin. Sulphate 3iss
Soda bicarb. 3iv
Glycerin 3i
Tr. ferric chloride..... 3iv
Aromatic elix. 3ii
Water q.s. 3vi
M. Sig.

Take as directed.

Dr. Mix

b. R Cocaine HCl. . iv grains.
Sod. borate... iii grains.
Glycerin ii drams.
Water q.s..... i ounce.
M. sig.

Drop in eye three times a day.

Dr. Mix

5. a. What is the difference between a direct emetic and an indirect emetic? b. Give an example of each. c. State their emetic dose.

6. a. Name five official poisonous seeds. b. Give dose of each.

7. Define the following terms: a. dialysis; b. centinormal; c. analysis; d. titration.

8. a. Name five volatile solvents used in assaying. b. Name five indicators used in assaying.

9. a. What is the active principle of Spts. Nit. Ether? b. What per cent. does it contain? c. What is an anhydrous salt?

10. Name the ingredients in the following U. S. P. preparations: a. Ung. Aqua Rosae; b. Tr. Rhei Aromatic; c. Pill Cathartic Co.; d. Fld. Ext. Sarsaparilla Compound.

Chemistry

1. a. Write chemical formula for lead acetate. b. Give common name. c. How is it prepared? d. With what is its solution incompatible? e. What should be the proper antidote for lead poisoning.

2. To what organic chemical groups do the following belong? a. strophanting; b. phyostigmine; c. benzine; d. salicin; e.

glucose.

3. Write chemical formula for sodium nitrite. b. How does it change when exposed to the air for a length of time? c. For what is it used?

4. Balance the following chemical equations: a. $\text{Fe}_2\text{O}_3 + 3\text{H}_2\text{SO}_4$ equals? b. $\text{Pb}(\text{NO}_3)_2 + \text{H}_2\text{S}$ equals? c. $\text{NH}_4\text{Cl} + \text{NaOH}$ equals?

5. It required 31 mls of normal vol. sol. NaOH to neutralize five grammes of an acetic acid solution. What was the percentage strength of the solution of acetic acid? In your calculations use atomic weights, hydrogen 1, oxygen 16, carbon 12, sodium 23.

6. a. Give common name for pyroxylinum. b. How is it made? c. What is it chemically? d. State chief properties. e. For what is it used?

7. a. To which substances does the so-called "ring test" apply? b. Explain the chemical facts involved.

8. Write chemical formula for a. pot. ferro-cyanide; b. cupric sulphate; c. di-sodium-ortho-phosphate.

9. Chemically what is: a. hartshorn; b. water glass; c. litharge; d. lapis infernalis; e. magnesla ponderosa?

10. What emergency antidote would you administer in poisoning cases by: a. strychnine; b. Paris green; c. rat paste; d. lye.



Bill Fails and Wonders why Joe Passed

Materia Medica

1. Name active constituent in: a. strophanthus; b. cinchona; c. aconite; d. stramonium; e. nux vomica; f. ipecacuanha; g. granatum; h. hydrastis; i. hellebore; j. fox glove.

2. Give Pharmacopoeial title of: a. glycerol; b. blue gum leaves; c. macrotys; d. carrageen; e. theine; f. dermatol; g. glusdum; h. sucrose; i. cineol; j. lactose.

3. Thymol. a. Give Pharmacopoeial description. b. Medicinal use. c. What change occurs when brought into presence of equal quantities of either chloral, camphor or menthol? d. When treated with iodine what official preparation is formed? e. By what patent name is this preparation known?

4. Give Pharmacopoeial name of a yerba santa; b. prickly ash; c. couch grass; d. phenazone; e. Calabar bean. f. sulfonal; g. trional; h. saccharin. i. methylene blue, j. synthetic oil bitter almond.

5. Rochelle salt. a. Give official title; b. chemical formula;

(Continued on page 52)



MEYER STRAW HAT DYE

**PREFERRED BY THOSE WHO HAVE USED
IT FOR ITS STRENGTH OF COLOR
AND DURABLE QUALITY**

Meyer Straw Hat Dye is put up in eleven bright, popular and non-fading colors. Each bottle contains 3 ounces, which is sufficient to cover any ordinary hat two coats, and there is a brush with every bottle. It spreads easily, dries quickly, and will not wash off.

Price Per Dozen \$2.00

12 Doz. Lots \$2.00 Doz. Less 10% and 4 Doz. Free
6 Doz. Lots \$2.00 Doz. Less 7½% and 2 Doz. Free
3 Doz. Lots \$2.00 Doz. Less 5% and 1 Doz. Free

NOTE THE FINE PROFIT IN IT

MEYER RED DIAMOND UNIVOIL



A USEFUL HOUSEHOLD ARTICLE

There are innumerable uses for this article in every home. It is a general lubricant cleaner and polisher. It is needed for oiling the sewing machine, the washer, electric fan, clocks, door locks, grass cutter, also for rubbing up the furniture and bric-a-brac to restore the luster. Its a staple article. Have it in stock.

PRICE

Large 6 oz. bottles Doz. **\$3.00**
Small 2½ oz. bottles Doz. **1.50**



MEYER RED DIAMOND FISH FOOD

FOR GOLD FISH

We use only the Holland wafer in our package. It is best in quality, more nutritious, whiter, and does not crumble in the package.

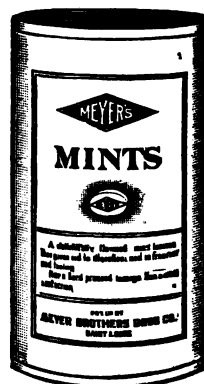
PRICE

DISPLAY CARD of 16 PKGS. Per Card **\$1.10**
BOXES OF 1 DOZEN PER DOZEN **.85**

You Sell Mints

Why Not Sell An Individual Mint

Meyer's Mints are different in shape, delightfully
Flavored, Fragrant, Lasting.



300-lb. Barrels.....	Per lb. 12 $\frac{3}{4}$ c
30-lb. Pails.....	Per lb. 14 $\frac{1}{2}$
5-lb. Cartons.....	Per lb. 16 $\frac{1}{2}$

MEYER BROTHERS DRUG CO.
Saint Louis Established 1852 Missouri

WIS. BOARD EXAMINATION

(Continued from page 50)

c. its properties; d. into what official preparation does it enter? and e. average dose.

6. Give common name of each of the following and state from what part of plant each is derived: a. physostigma; b. capsicum; c. lobelia; d. podophyllum; e. sabal.

7. Henbane. a. Give official name of plant; b. part of plant used; c. what active principles does it contain? d. Name its official preparations; e. dose.

8. Give common name of each of the following: a. pil. liquida; b. phenylis salicylas; c. gambir; d. frangula; e. fel bovis; f. sumbul; g. eucalyptol; h. emplastrum elasticum; i. diacetylmorphine; j. acetanilidum.

9. Reduced Iron. Give Pharmacopoeial title; b. What percentage metallic iron should it contain? c. give three synonyms for this preparation; d. how prepared? e. dose.

10. Give average dose of each of following: a. tr. belladonna; b. terpin hydrate; c. croton oil; d. lithium citrate; e. Donovan's solution; f. guaiacol carbonate; g. mercury biniodide; h. lead acetate; i. potassium nitrate; j. tr. cantharides.

Pharmacognosy

1. Phenol. a. Official name. b. What is it, chemically? c. How obtained? d. Percentage strength. e. Solubility. f. How distinguished from creosote? g. Medicinal properties. h. Average dose.

2. Pepsin. a. Official name. b. What is it? c. From what obtained. d. Standard of strength. e. Solubility. f. With what is pepsin, in solution, incompatible? g. Medicinal properties. h. Average dose.

3. Potassium permanganate. a. Official name. b. Chemical formula. c. Solubility in water. d. How does it behave when in contact with alcohol? e. With what substances should it not be mixed? f. How does it act when used to destroy the odor of cistern water? g. Medicinal properties. h. Average dose.

4. Chloroform water. a. Official name. b. Ingredients. c. Percentage strength. d. How prepared? e. Why is excess of chloroform added? f. Should it be dispensed with such excess? g. Medicinal properties. h. Average dose.

5. Benzoinated Lard. a. Official name. b. How prepared. c. For use in warm weather, what additional ingredient is required? d. Why is benzoin used in preference to tr. benzoin. e. Exposed to the air for a long time, what results. f. How may it be tested. g. How should it be kept? h. How used in pharmacy.

6. Acacia. a. Official name. b. Botanical origin. c. Family. d. What is it. e. For what is it used in the arts? f. Official preparations. g. Medicinal properties. h. Average dose.

7. Syrup of ferrous iodide. a. Official name. b. Ingredients. c. How prepared? d. Percentage strength. e. Give reason for rapid addition of sugar. f. Give reason for using dil. hypophosphorus acid. g. Medicinal properties. h. Average dose.

8. Tincture of iodine. a. Official name. b. Ingredients. c. How prepared? d. Percentage of iodine. e. Percentage of KI. f. What is the advantage of using KI. g. Medicinal properties. h. Average dose.

9. Squill. a. Official name. b. Botanical origin. c. Family. d. What part is rejected. e. What liquids extract its virtues? f. Official preparations. g. Medicinal properties. h. Average dose.

10. Aromatic spirit of ammonia. a. Official name. b. Composition. c. How prepared. d. What should be character of salt used. e. Why is ammonia water added? f. In what official preparation is it used. g. Medicinal properties. h. Average dose.



He did not study and could not find his name in the list of successful candidates



SASSAFRAS

FOR SPRING TONICS

*As leading distributors we offer
the best advantages in quality
and in price — bulk or in cartons*

SASSAFRAS TEA SEASON
IS HERE!

HAVE YOU REPLENISHED
YOUR STOCK?

The Demand Is Increasing.

WE WILL SUPPLY YOU WITH A
HIGH GRADE BRIGHT RESIFTED
SELECT SASSAFRAS BARK OF ROOT AT THESE EX-
TREMELY LOW PRICES.

BAGS OF 150 LBS. 25c PER POUND

2 oz. Cartons Per Gross	-	-	-	\$ 8.75
3 oz. Cartons Per Gross	-	-	-	\$11.25

**There is no HAIR RESTORER
that gives such universal
satisfaction as**

HAY'S HAIR HEALTH

because the RESULTS from its use are
always UNIFORM and PERMANENT

We have a plan whereby the retail drug-
gist can share in the profits of the Philo
Hay Company. Write us for particulars.
It will be worth your trouble.

\$5.00 or \$10.00 per dozen less 5% off in
3 or 6-dozen lots at all jobbers.

1-3 dozen FREE with each 3-dozen

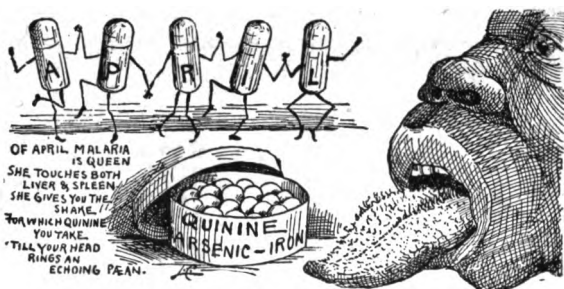
10-12 dozen FREE with each 6-dozen

PHILO HAY COMPANY

Sole Manufacturers

NEWARK, N. J.

U. S. A.



Money on Each Page

Here is a book which has money on each page of
the 984 pages. The Meyer General Drug Catalog is

more than a mere
enumeration of goods.
It is an encyclopedia
for the buyer of sup-
plies for a retail drug
store. All that is neces-
sary in order to bank
the money to be found
on each page is to judi-
ciously use the catalog
for reference when
ordering goods. This
catalog is based on the
experiences of sixty-
nine years of service



for the retail drug trade. Get the catalog habit and
keep it, for it is money-making.

House-Cleaning Displays

At this season of the year, house-cleaning is the
order of the day and the principal topic of discussion
in the household. Your show-window should be ar-
ranged accordingly. Here are a few of the items for
display which are particularly appropriate to be used
at this time:

- Sponges
- Sulphur fumigators
- Furniture polish (Red Diamond)
- Silver polish (Red Diamond)
- Chloride of lime (Red Diamond)
- Disinfectants of all kinds.
- Carpet cleaning soap
- Household deodorants (Red Diamond)
- Roach powders (Red Diamond)
- Rat exterminators (Red Diamond)
- Hat dyes and bleaches (Red Diamond)
- Moth bags
- Moth exterminators (Red Diamond)
- Insect gums
- Package dyes
- Dye tablets and soap
- Kalsomine (Red Diamond)
- Cleaning powder (Red Diamond)

Thrift is shorthand for "Waste not, want not."

DEEP SEAMLESS TIN BOXES

Curled Edge Bodies
With Knurled Screw Lids
Pulp Board Liners



These boxes are drawn from bright tin plate. They are
made in eight sizes—2½, 4, 5, 8, 10, 12, 16 and 18-ounce
fluid capacities. The 18-ounce size weighs only three
ounces. No loss from breakage. They cost less than
Glass Jars.

WRITE FOR SAMPLES AND SPECIAL NET PRICES

The Buckeye Stamping Co.

Manufacturers

Dept. D, Columbus, Ohio

THE OLD RELIABLE Chamberlain Remedies

"Staple As Sugar In a Grocery Store"

- CHAMBERLAIN'S COLIC and DIARRHOEA REMEDY
- CHAMBERLAIN'S COUGH REMEDY
- CHAMBERLAIN'S STOMACH and LIVER TABLETS
- CHAMBERLAIN'S ANTISEPTIC LINIMENT
- CHAMBERLAIN'S PAIN BALM
- CHAMBERLAIN'S ST. PATRICK PILLS
- CHAMBERLAIN'S SALVE

All Good Sellers

Every Day In the Year

CHAMBERLAIN MEDICINE CO.

Manufacturing Pharmacists

DES MOINES, IOWA

For the Clogged Liver.

When the liver does not act as it should the zest of life departs, and the saying that "life and living depend on the liver", although somewhat facetious, contains more than a modicum of truth. An engorged liver, of course, signifies that the organ requires active stimulation, especially when the condition is attended by manifestations of auto-toxemia. If any one fact has been more definitely established than another it is that such stimulation should not be brought about by the use of drastic cathartics, for if so, the remedy is frequently worse than the disease in its sinister effects. What is particularly needed is a means of stimulation which will satisfactorily increase the functional activity of the liver, without setting up catharsis or over activity of the bowels. The above needs are well met by Chionia, Chionanthus Virginica. This well-known product exerts a distinctly specific action on the liver and is probably one of the most efficient remedies at our command to stimulate the hepatic functions. Administered in regular and appropriate dosage it increases the flow of bile, relieves congestion of the biliary passages, promotes digestion, and although it cleanses the intestinal canal it accomplishes this without purging or griping.—[Adv.]

The Rational Treatment of Atonic Dyspepsia.

Glandular inactivity or "laziness" is probably the chief cause of the various manifestations of dyspepsia and indigestion. In the stomach this common disorder causes the usual symptoms of pain, fermentation and distress, which it is not necessary to discuss, and also unquestionably contributes to the development of gastrectasia and abdominal ptosis. In fact, it is surprising how many cases of organic disease of the stomach result from the commonest dyspepsias improperly treated or not treated at all. In such cases of dyspepsia and atonic indigestion, in which the glands of the stomach are not doing their full share of work and the muscular insufficiencies, which eventually result, are in the making, instead of giving muscular stimulants like strychnia, one should try to promote the work of the glands by using a recognized secretant like Seng. This well-known product is a remarkably efficient stimulant to the gastric glands. The simplest test will prove its value, and show the wisdom of aiding and promoting physiologic functions rather than to demonstrate in all forms of atonic indigestion, particularly those incidental to neurasthenia, general debility and protracted convalescence from fevers, surgical operations and so on.—(Adv.)

—3—

Meyer Brothers are known in a class of their Own.

PYORRHOCIDE

Medicated
Dentifrice

POWDER

(Antiseptic)

treatment of **PYORRHEA**

For the correction of

SOFT - BLEEDING - SPONGY - RECEDING GUMS

Cleans and polishes the teeth.

Price \$96.00 per gross in gross lots

Cut-out for window display. Counter Cards, Hangers and Imprinted Sales Helps, free on request.

THE DENTINOL & PYORRHOCIDE CO., Inc.
1480 Broadway NEW YORK

BORO - PHENO - FORM

PRICE REDUCED TO \$8.00 PER DOZEN

Standard Medicated Suppositories on the market for more than twenty-five years.

A famous remedy for female diseases. Sales constantly on the increase. One customer will bring you another.



Write Today for Our Special Discount Proposition.
DR. PIERRE CHEMICAL CO., 21 N. LaSalle St. Chicago, U. S. A.

CARDUI BLACK-DRAUGHT CARDOSEPTIC

Their own merit has kept them on the list of big volume sellers. You can sell these medicines, confident that good service is being rendered for the price paid.

THE CHATTANOOGA MEDICINE CO.
Chattanooga, Tenn.



**The Planters
HOTEL**
SAINT LOUIS

In the heart of the financial, commercial and shopping district.

EUROPEAN PLAN

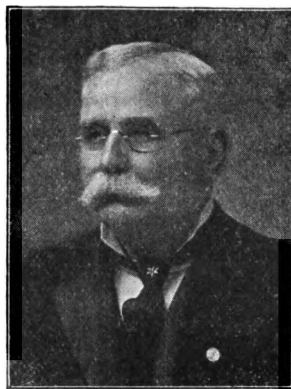
WHERE THE FLOWER OF HOSPITALITY
ALWAYS BLOOMS

Room with Bath \$2.50 up, without \$2.00 up

This Building its Fourth Home

Has been Thoroughly Modernized

MEYERELL L. GOOD, Gen. Mgr. DICK WALTON - D. WOODWORTH, Assis.



Strongest on earth, for repairing China, Glassware, Furniture, Meerschaut, Vases, Books, Tipping Billiard Cues, etc.

Major's Rubber Cement

All Three Kinds, 20c per Bottle

For repairing Rubber Goods. Can be used to put patches on Vehicle Tops, Umbrellas, Water Bags, etc. Use same material for the the patches that the article is made of.

Major Mfg. Co., 461 Pearl St., New York City
A. Major, Pres. Established 1876

Can You Make 100%?

What would be your average on the following if you were given the same for translation on an examination for graduation or registration?

R

R
R. B. Brown 3/1
can't think of any 3/1
No
I 2 languages of 6 months
2 more languages
No. 22024 20 M. D.

Money is a good thing, of which every man should try to secure enough of to avoid dependence upon others, either for his bread or his opinions; but it is not so good a thing that, to win it, one should crawl in the dust, stoop to a mean or dishonorable action, or give his conscience a single pang.—William Mathews.

INFLUENZA

IS WITH US AGAIN

And a big demand for

Aspirin Tablets

Look At These Prices

MEYER ASPIRIN TABLETS

5 GRAINS

1,000 lots	\$1.10 per 1,000
5,000 lots (one package)	1.00 per 1,000
10,000 lots (one package)	.95 per 1,000
25,000 lots (one package)	.90 per 1,000

All Orders Filled Promptly

Meyer Brothers Drug Co.

St. Louis

-

-

U. S. A.





DUMORE

UPHOLSTERY AND AUTOMOBILE

CLEANER

PRICE - - - \$36.00

The DUMORE Upholstery Cleaner is portable—easily carried about and very convenient to operate. When in use it is placed on the ground outside of the car, away from the operator, and not interfering with his work. Attached to the flexible hose is a swivel hand-grip and nozzle. This construction permits freedom of motion at all angles, regardless of how much the hose is twisted about. The brushes, of China Bristle, will not injure the most delicate fabric.

Every closed car owner prides himself upon keeping his car clean and presentable—inside, as well as outside. But getting rid of the dust and dirt that settles in upholstery has long been a perplexing problem. Proper equipment for cleaning the interior of a closed car has not been available, and because of this, there is a big need for an appliance built primarily for upholstery cleaning. The DUMORE has been designed and built to meet this very demand.

What Cannot be Done Under Dry Law

Under the constitutional prohibition it is unlawful:
To buy or sell a drink anywhere except for sacramental or medicinal purposes.

To give or take a drink anywhere except in the home of the man who owns the liquor.

To keep any liquor in storage anywhere but in your own home.

To try to get such reserves out of a storage.

To carry a pocket flask.

To have more than two drinking residences—one in the country and one in the city.

To re-stock your home supply when it runs out.

To manufacture anything above one-half of one per cent in your home.

To move your home supply from one house to another without obtaining a permit. To get this you must prove that you came by the supply before July 1, 1919.

To display any liquor signs or advertisements on your premises.

To buy, sell or use a home still or any other device for making liquor in the home.

To buy or sell any formulas or recipes for home-made liquor.

To make a present of a bottle of liquor to a friend.

To receive such a present from a friend.

Seasonable Items in the Red Diamond Line

Bird Seed, Chlorinated Lime, Cleaning and Polishing Soap, Cleaning Powder, Egg Preserver, Fly Shake, Furniture and Auto Polish, Granular Charcoal, Insect Powder, Liquid Disinfectant, Louse Killer, Metal Polish, Moth Repeller, Mothine Marbles, Poultry Powder, Rubber Cement, Sprayers, Straw Hat Cleaner, Straw Hat Dye, Sulphur and Cream of Tartar Lozenges, Tube Patch, Univoil, White Canvas Shoe Dressing, White Hellebore.

—3—

April the Month for Insecticides

The drug trade is beginning to realize the possibilities that are so great in developing a trade in the sale of insecticides. Particularly satisfactory are the handling of Dry Arsenate of Lead and Dry Lime Sulfur. We are prepared to furnish circulars giving information valuable for the retail druggist as a salesman and for his customers as the ones who must use, with satisfactory results, insecticides.

—3—

Dust More Destructive Than War

Dust destroys more than war does. It is the unseen evil visible only when it settles, a gray film, upon exposed surfaces. Keep your counters and shelves well covered when the duster is at work.—Practical Druggist.

MEYER RED DIAMOND WHITE CANVAS SHOE DRESSING

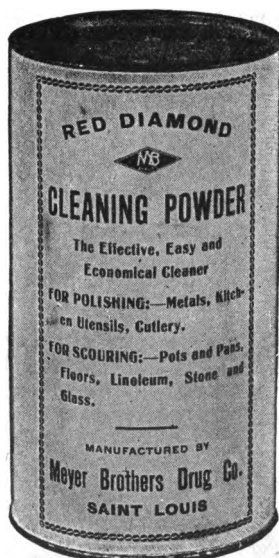
THE WHITEST SHOE DRESSING MADE

We have been informed that the large shoe manufacturers of the country are preparing for a heavy demand for canvas shoes the coming summer. In fact we learn that 80% of their output for summer trade will be canvas shoes. If the public responds as these manufacturers seem to believe they will, think what this will mean in the demand for Canvas Shoe Dressing. The Red Diamond brand is an article of quality that the people want. See that you have it in stock.



Large 7 oz. bottle (retails for 35c), Per Doz. \$1.85
Small 3 oz. bottle (retails for 15c) Per Doz. 1.25

MEYER RED DIAMOND CLEANING POWDER

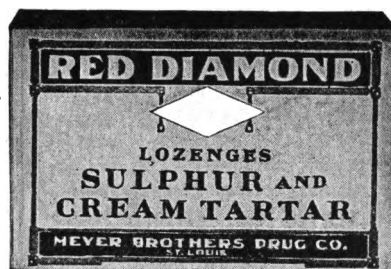


FOR SCOURING AND POLISHING

A very efficient compound for general household use. It removes grease, smut, verdigris and surface stains from marble, glass, earthenware, stone, oil cloth and linoleum. Also for scouring metal, utensils, zincs and other articles used in the kitchen.

VERY CHEAP
AND
VERY USEFUL

PRICE
1 lb. Cartons Per Doz. \$1.25
PER GROSS \$12.00



MEYER RED DIAMOND SULPHUR and CREAM TARTAR LOZENGES

The old time spring blood purifier for children, prepared in a pleasant palatable form that contains all the benefits of the sulphur and molasses treatment without its disagreeable taste.

REDUCED PRICE
PER DOZEN (24 loz. in box) 90c
1/2 Gross @ 85c Gross @ 75c

Seasonable Goods For April Trade



The Druggist is more than a Merchant. It is this confidential relation that the retail druggist has with the customers that make the calling of pharmacy something more than mere merchandising. Every retail druggist should think of it when ordering goods. He should handle only the highest grade of drugs. It is to the interest of the retail druggist to deal only with firms of well established reputation for the same integrity that the customer demands on the part of the retailer.

INSECTICIDES AND GERMICIDES

Blue Vitriol
Camphor
Carbo Cresol
Hellebore
Insect Powder
Lead Arsenate
Lead Acetate
Lime Sulphur Solution
London Purple
Naphthalene
Paris Green
Slug Shot
Tobacco Dust
Insect Guns

DRUGS.

Balsam, Tolu
Barks, Sassafras, bulk and in cartons
Wild Cherry
White Pine
White Pine Comp.
Beans, Vanilla
Copaiba
Cocoa Butter
Extract, Licorice
Logwood
Witch Hazel
Flowers, Chamomile
Lavender
Saffron, Amer., and Spanish
Glycerinated Asafoetida
Goose Grease
Gum Shellac
Gum, Tragacanth
Hellebore
Honey
Insect Powder
Leaves, Bay
Laurel
Senna
Lozenges, Licorice M. B.
Lye
Oliphan
Petrolatum
Plaster, Mustard
Seed, Anise
Soap, Castile White
Green Meyer
Spices
Tobacco Drug
Wool Fat

HEAVY AND ESSENTIAL OILS.

Fish
Sperm
Tar
Whale
Oils, Almond
Anise

Betula
Cassia
Cedarwood
Citronella
Eucalyptus
Gaultheria
Hedeoma (Pennyroyal)
Lemon
Olive MALTESE CROSS
Orange
Pinus Pumilio
Sylvestria
Santal, U. S. P.
Sassafras, U. S. P.
Theobroma (Cocoa Butter)
Wintergreen, Synthetic

FUNGICIDES

Soluble Sulphur
Lime Sulphur Solution
Blue Vitriol
Niagara Brand Soluble Sulphur

CHEMICALS

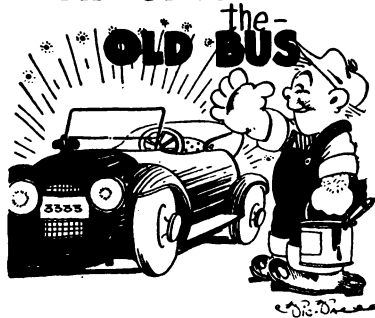
Acetanilid
Acetphenetidin
Acid, Acetic
Boric, cryst. and powd.
Cresylic, 95-100%
Stearic
Alum
Ammonium Chloride
Antimony, Sulphide, black
Antipyrine
Arsenic, white powdered
Aspirin
Blue Vitriol
Borax, lump and powd.
Bismuth Subnitrate, Subsalsicylate
Bromides
Camphor
Carbo Cresol
Carbon Disulphide
Chloroform
Codeine and Salts
Creosote, Beechwood
Carbonate
Cresol
Extract Licorice, M. B.
Formaldehyde
Glycerin
Formurin
Gualacol, Liquid
Carbonate
Hypophosphites
Iodides
Iron by Hydrogen
Peptonized
Lead Acetate
Lead Arsenate
Magnesia, Carbonate

Magnesium Sulphate (Sal Epsom)
Menthol
Mercury Mild, Chloride (Calomel)
Morphine, Acetate
Hydrochloride
Sulphate
Diacetyl
Naphthalene
Papain
Phenol
Phenyl, Salsicylate (Salol)
Potassium, Bicarbonate
Chlorate
Nitrate
Permanganate
Quinine and Salts
Saltpetre
Sodium, Arsenate
Benzoate
Hyposulphite
Phosphate
Strontium, Bromide
Sulphur
Terpid, Hydrate
Thymol
Zinc Oxide

FUNGICIDES

Soluble Sulphur
Lime Sulphur Solution
Blue Vitriol
Niagara Brand Soluble Sulphur
STOCK RAISERS SUPPLIES
Red Diamond Fly Shake
Carbo Cresol
M. B. Improved Stock Remedies
Oil Cake
Cotton Seed Cake
Chloroform
Sal Soda
Pine Tar
Oil Cake
Arsenic

CLEAN UP and PAINT UP



THESE TWO SPECIALTIES

MAY
BE HAD
FREE

WITH AN
ORDER FOR
5000

COCOCONES

THE NEW
KEYSTONE BEATER



CHAPIN MODIFIED
CREAM DIPPER

WHIPS CREAM IN ONE-HALF MINUTE

AN INDISPENSABLE DEVICE

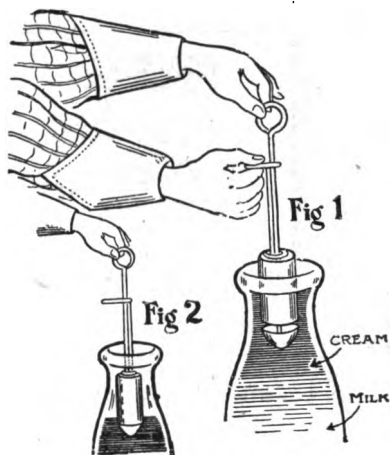
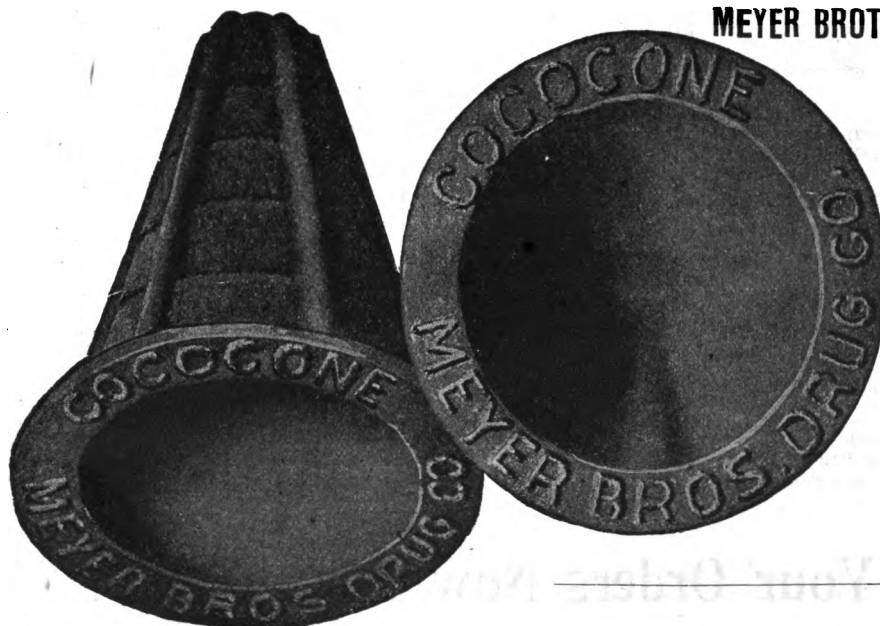


Fig. 1. Showing method of inserting Dipper, open.

Fig. 2. Showing Dipper Ready to extract, closed.



MEYER BROTHERS DRUG CO.

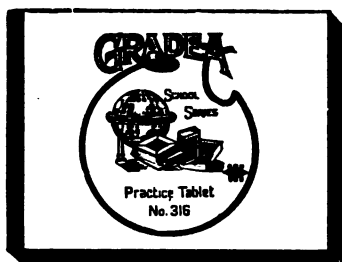
ST. LOUIS

PLEASE SEND
5000
COCOCONES

1—KEYSTONE
BEATER
1—CHAPIN
DIPPER

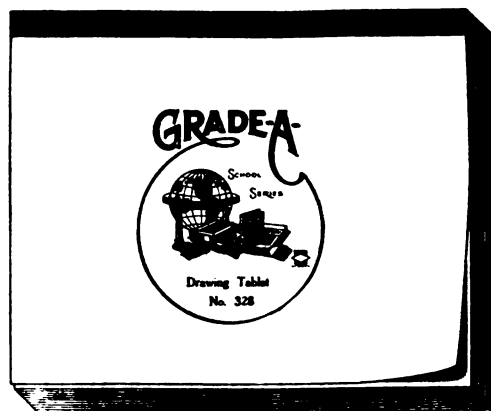
ALL FOR
\$22.50

Grade -A- School Series--Best In Price And Count



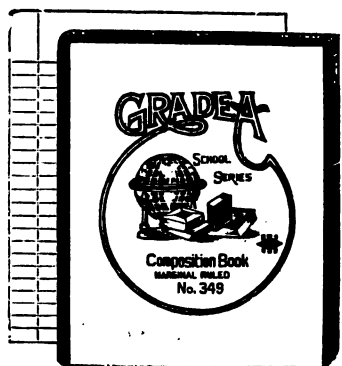
Per
Doz.

No. 316, Grade-A, Practice Tablet, cover lithographed in red and brown, 40 sheets ruled paper, side fold, size 7x9 in. \$0.39



Per
Doz.

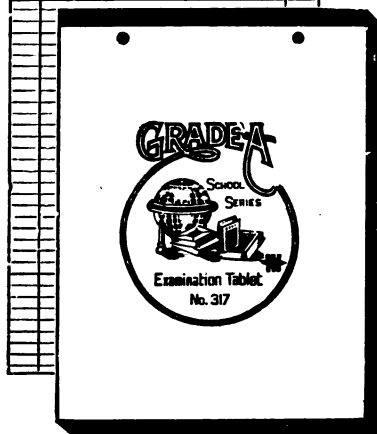
No. 327, Grade-A, Drawing Tablet, cover lithographed in red and brown, 10 sheets good grade white drawing paper, side fold, size 9x12 in. \$0.39
No. 328, Grade-A, Same as No. 327 but 24 sheets72
No. 325, Grade-A, Same as No. 327 but size 6x9, 25 sheets39



Per
Doz.

No. 349, Grade-A, Composition Book, marginal ruled, cover lithographed in red and brown, 20 sheets ruled paper, side fold, size 7½x8½ in. \$0.39
No. 347, Grade-A, Composition Book, cover lithographed in red and brown, 20 sheets ruled paper, side fold, size 7x8½ in.39
No. 353, Grade-A, Composition Book, cover lithographed in red and brown, 14 sheets ruled paper, side fold, size 8x10 in.39
No. 355, Grade-A, Composition Book, marginal ruled, cover lithographed in red and brown, 14 sheets ruled paper, side fold, size 3x9¾ in.39

SUBJECT		IS		SHEET NO.		GRADE	
DATE	DATE	DATE	DATE	DATE	DATE	DATE	DATE
PUPIL'S NAME		AGE		TIME USED		CLASS	
TEACHER'S							

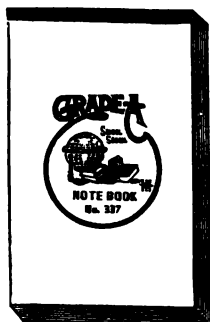


Per
Doz.

No. 317, Grade-A, Examination Tablet, cover lithographed in red and brown, 9 sheets ruled paper, end fold, size 8x1239

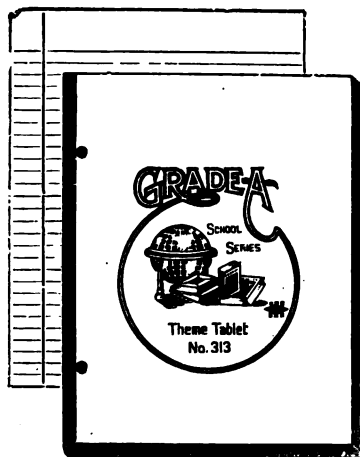
Place Your Orders Now For July Or

Most Popular Series--In All Schools



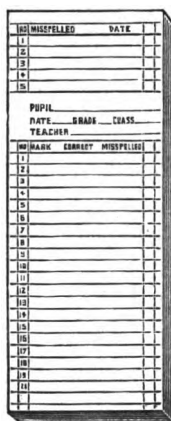
Per
Doz.

- No. 337, Grade-A, Note Book, cover lithographed in red and brown, 36 sheets ruled paper, size 5x8 in. \$0.39
- No. 329, Grade-A, Junior Note Book, cover lithographed in red and brown, 60 sheets ruled paper, size 3½x6 in.39
- No. 341, Grade-A, Note Book, cover lithographed in red and brown 24 sheets ruled paper, size 6x9.39
- No. 331, Grade-A, Pocket Note Book, cover lithographed in red and brown, 48 sheets ruled paper, size 4x7 in.39
- No. 301, Grade A, Note size Ink Tablet, cover lithographed in red and brown, 40 sheets ruled paper, size 4¾x8 in.39



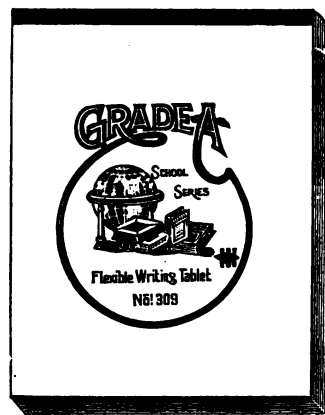
Per
Doz.

- No. 313, Grade-A, Theme-Tablet marginal ruled composition style, cover lithographed in red and brown, 14 sheets ruled paper, side fold, size 8x10½ in. .. \$0.39



Per
Doz.

- No. 321, Grade-A, Spelling Tablet, cover lithographed in red and brown, 24 sheets ruled and numbered up to twenty words, size 4x10½ in. \$0.39



Per
Doz.

- No. 309, Grade-A, Letter size Ink Tablet, cover lithographed in red and brown, 15 sheets ruled paper, size 7¾x10 in. .. \$0.39
- No. 311, Grade-A, Letter Size Pencil Tablet, cover lithographed in red and brown, 35 sheets ruled paper, size 8x10 in.39
- No. 308, Grade-A, Pencil Tablet, cover lithographed in red and brown, 65 sheets ruled paper; size 5½x9.39

August Shipments September 1st Dating

**A NEW PRICE
ON
GUNTHER'S METAL PACKAGE CHOCOLATES
THE HANDSOMEST PACKAGES ON THE MARKET**



KING FISHER

1-D Lithographed Tins. Each in an Individual Carton.

NEW PRICE \$9.00 DOZEN



GOLDEN PHEASANT

These round metal packages have two distinct designs King Fisher and Golden Pheasant; these packages are very unique and carry these two handsome and highly decorative designs; these bird designs are lithographed in four colors against a black background, which makes the effect very striking. After the candy has been consumed can make a very handsome ornament for any library, sun parlor or boudoir. Our best line of chocolates are packed in these boxes, containing a combination of hard and soft centers.

AN HOUR IN A DRUG STORE

Mr. A. Russell, in charge of the Art Department of the St. Louis Globe-Democrat, portrays, very true to life, every day incidents. March 19, Mr. Russell reflected retail drug store experiences. His sketches are very realistic and our readers will agree that his comments which we give below are in no way overdrawn.

"Let me have a two cent stamp please, and would you mind putting it on this letter for me, I'm wearing a vell."

"Can you give me something for this breaking out on Dorothy? You don't suppose it's measles or scarlet fever, do you?" "You'll have to see a doctor, madam, I'm not a physician."

"Mercy, what's the matter with these street cars—Why don't they run oftener, you should file a complaint—I've waited half an hour in here—and why don't you keep your store cooler—Too hot in here."

"One of the most valued customers of the drug store is the guy who reads the magazines for an hour or two, then buys a postage stamp and walks out without even saying, 'Thank you.'"

"Gimme a money order on Smears Doeback. Better re-wrap this bundle for me, put on heavier string. Loan me a pencil. Got some glue? This envelope won't stay shut. Now, I want a mail this letter and

bundle to Smears Doeback. Want it registered and receipt demanded. When will they go out and when will they get it. Here's a twenty dollar bill. Yes, smallest I got.' All this and more while the cash customers wait."

"The Morning After. 'Say Doc., I've got a pain in the side, chills, feel dizzy in the head and every bone in my body hurts. I get faint n'everything. Can't you give me a little sumpin' to tone me up?'"

"Cash Customers. 'Gimme a cigar box, mister' 'There's a house for rent in this block. Can you tell me what they're asking?'"

"It's too cold in here. You should keep your store warmer."

"May I use the phone?"

"Voice at the Other End of the Line. 'Hello, is this Maushund, the druggist? This is McNamara, your neighbor. Say, would you mind running over to my house and tell the Mrs. to open the cellar windows. It's such a nice, warm spring day.'"

— 3 —

System Helps Profits

Everyone concerned in the business, from the errand boy to the general manager, must value system and carry it out in all of the departments and work. System calls for co-operation and, when properly observed, will help swell the profits of the store.

Supreme!



MALTESE CROSS OLIVE OIL

SUPREME IN QUALITY, FLAVOR, AND NUTRITION

A French Oil notable for its superior purity
and sweet, nutty flavor.

Unexcelled for domestic and medicinal use.

**A Source of Real Profit
A Trial Creates a Permanent Customer**



Quantity
24-oz.
12-oz.
6-oz.

Per Doz.
\$12.50
6.75
3.65

Per Case
\$12.50—1 Doz.
13.50—2 Doz.
14.60—4 Doz.

TERMS

3 case lots, 1% Cash
5 case lots, 5% Cash
10 days. Freight Allowed

Imported and Bottled by

MEYER BROTHERS DRUG CO.

ST. LOUIS, MISSOURI

The Largest Wholesale Drug House In The World

free- **Special Offer**

**A 4 Pound
Glass Stoppered
Show Jar FREE**

THE JAR CONTAINS:

20 only Meyer Certified Aspirin, tins, 12s, @ 6 1/2c \$1.30

60 only Meyer Certified Aspirin, tins, 24s, @ 10c.. 6.00

REGULAR PRICE.....\$7.30



**We Sell You The Tablets for \$6.50
And Send You The Show Jar
FREE**

THE ASPIRIN TABLETS
IN THIS JAR WHEN SOLD
AT REGULAR RETAIL
PRICE WILL BRING YOU
\$25.00

MEYER Certified Aspirin Tablets

Note the Splendid Profit The Tablets Retail for.....\$25.00
They Cost You..... 6.50



YOUR PROFIT.....\$18.50

*You Will Sell More Aspirin Tablets If They Are
Displayed In This Handsome Show Jar*

Manufactured by

MEYER BROTHERS DRUG CO.
ST. LOUIS, MISSOURI

The Largest Wholesale Drug House In The World

The Winter Breakfast Table.

MEYER
RED DIAMOND

Egg Preserver

Supplies the Eggs at Summer Prices

I Put these eggs up
last Summer in Red
Diamond Egg Preserver
They only cost 25¢ a dozen



PUTTING up eggs for winter use is a simple process. Buy them in the summer when they are cheap and plentiful. Just drop them in the liquid—that's all. They will keep sound, wholesome and palatable for ten to twelve months.

One quart preserves 30 to 40 eggs.



and they are
not very good
at that

Eggs are so
terribly high
I have to pay
65¢ a dozen



PRICE

Gallon Cans.	Per Doz.,	\$9.00
Half Gal. Cans.	Per Doz.,	5.25
Quart Cans.	Per Doz.,	3.00
Pint Cans.	Per Doz.,	2.10

**A SPECIAL ASSORTMENT AT A
QUANTITY PRICE WITH FREE
GOODS FOR.....\$14.25**

2 Dozen Pints	(retails for 35c)	Sells for \$8.40
2 Dozen Quarts	(retails for 60c)	Sells for 14.40
1/2 Dozen Half Gals.	(retails for 90c)	Sells for 5.40
1/4 Dozen Gallons	(retails for \$1.50)	Sells for 4.50
1 Dozen Pints FREE	(retails for 35c)	Sells for 4.20

Retail value.	\$36.90
Our price for the assortment. . . .	14.25

DEALER'S PROFIT.....\$22.65

Manufactured by

Meyer Brothers Drug Company, St. Louis, Mo.

The Largest Wholesale Drug House In The World

Quality

above all

MEYER

RED DIAMOND

Insect Powder

Meyer Red Diamond Insect Powder Consists of Absolutely Pure Pyrethrum Buds, Ground to an Impalpable Powder that the Insects Cannot Escape.

They Breathe it and Die.

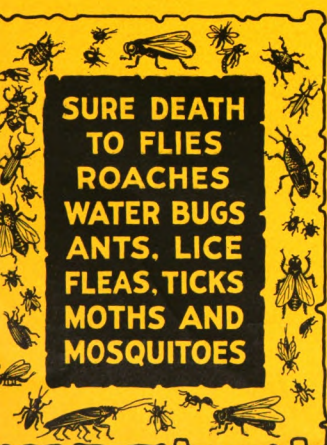


PRICE

Large Sifter Top Cans Doz.,	\$4.00	Small Sifter Top Cans Doz.,	1.20
	Retails for 60c		Retails for 15c
Medium Sifter Top Cans Doz.,	2.00	Bellows Package Doz.,	.75
	Retails for 30c		Retails for 10c

QUANTITY LOTS

\$48.00	Assortment less 5% and \$8.00 in free goods.
	Retails for \$95.40. Dealer's Profit, \$49.80
\$24.00	Assortment. \$4.00 in free goods.
	Retails for \$47.25. Dealer's Profit, \$23.25
\$14.40	Assortment. \$2.40 in free goods.
	Retails for \$27.15. Dealer's Profit, \$12.75
Bellows Package.	\$9.00 Gross. 3 Dozen
	Free.
	Retails for \$18.00. Dealer's Profit, \$9.00



Manufactured by

Meyer Brothers Drug Co., St. Louis, Mo.

The Largest Wholesale Drug House In The World

**\$2,000,000.00 Worth of Potatoes Destroyed In
One State by Common Scab, Black
Scurf and Blackleg.**

This Enormous Loss Prevails Everywhere.

WHY?

Because Potato Diseases Are Abundant.

**Potato Growers Can Prevent This Immense Loss
and Increase Their Profits by Exer-
cising a Little Precaution.**

Are You In a Potato Growing District?

If So, Put In a Supply of

**MEYER'S
CORROSIVE SUBLIMATE**

Write Us For Further Information and Prices.

**We Will Supply You With Descriptive Pamphlets
for Distribution.**

MEYER BROTHERS DRUG CO.

St. Louis - - - - - Mo.

THE LARGEST DRUG HOUSE IN THE WORLD

**MEYER
RED DIAMOND
POWDERED**

WHITE HELLEBORE

**THE IDEAL INSECTICIDE FOR SMALL GARDENS
HOUSE PLANTS AND WINDOW BOXES**

Warm spring days bring out the insects that are so destructive to plant growth, and their appearance creates an immediate demand for White Hellebore; the non-poisonous yet thoroughly effective antidote for such insects. Order your supply now and take advantage of this special low priced quantity offer that adds \$9.50 to your profits.

PRICE

LARGE	Sifter top Cartons Dozen	\$2.50
MEDIUM	Sifter top Cartons Dozen	1.50
SMALL	Sifter top Cartons Dozen	.90
BELLOWS	Package Dozen	.60

A SPECIAL MONEY-MAKER.

Dealer's Profit
\$9.50

1 Doz. Large	Retails for \$6.00	2 Doz. Small	Retails for \$3.60
1 Doz. Med.	Retails for 3.00	2 Doz. Bellows	Retails for 2.40

Our Price for
the Lot

\$5.50



MEYER RED DIAMOND GRIT SOAP

For removing Grease, Smut and Stains
from the hands

Per dozen, 80c

Case of 4 Doz. \$3.00

Per Gross \$8.50

MEYER RED DIAMOND SPOT REMOVER

For Cleaning Clothing, Silks, Woolen
Goods, Gloves, Etc.



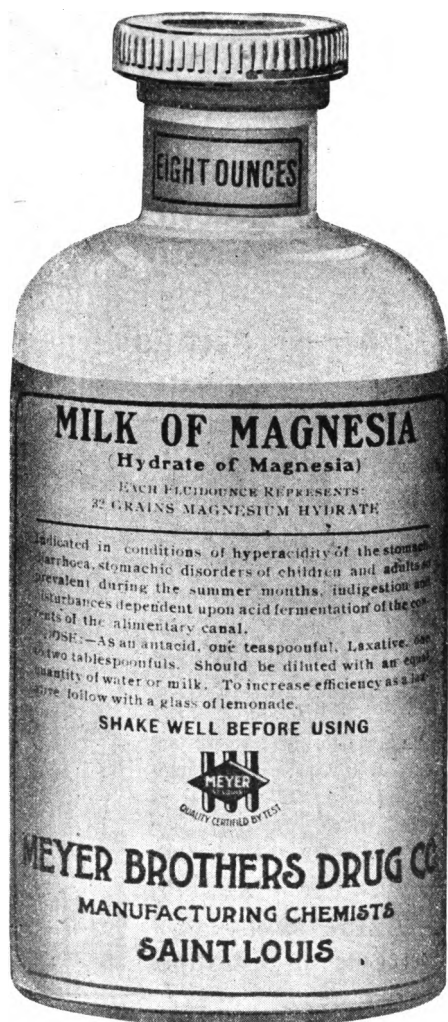
Red Diamond Spot Remover is the lightning eradicator. It acts so quickly and thoroughly and with so little effort on the part of the user, that the result is marvelous. It eradicates grease, paint and surface stains without injury to the finest fabric.

PRICE

Large, Per Doz. **\$2.25**

Small, Per Doz. **1.25**

MILK OF MAGNESIA



An exceptionally fine product

NONE BETTER

A convenient package for the consumer

Put up in 8 and 16 ounce bottles
with patented caps

PRICES:

	8 oz. Size	16 oz. Size
1 Doz. lots	\$1.75 per Doz.	\$2.75 per Doz.
6 Doz. lots	1.65 per Doz.	2.60 per Doz.
12 Doz. lots	1.60 per Doz.	2.50 per Doz.

F. O. B. St. Louis

MEYER BROTHERS DRUG CO.

Memories of April

The rain came down in torrents,
And it didn't let up at all.
Why, it looked as if the heavens
Were just about to fall!

Pharmaceutical Legislation in Kentucky

The secretary of the Kentucky Board of Pharmacy, J. W. Gayle, informs us that during the session of the Kentucky Legislature which has just adjourned the Legislature Committee of the Kentucky Pharma-

ceutical Association accomplished the following:

"An amendment to the Pharmacy Law, allowing the Board of Pharmacy to collect an annual renewal fee not to exceed four dollars and to turn over to the State Association a sum not to exceed two dollars, thus making every registered pharmacist a member of the state organization;

"An amendment to the State Prohibition Enforcement Law, relieving retail druggists, who are not required to execute a bond to the Federal Government for handling non-beverage alcohol, from executing a state bond."

MEYER DRUGGIST

MEYER RED DIAMOND DEATH BLOW

AN INSECTICIDE

This preparation contains 75% pure pyrethrum and 25% Sodium Fluoride and Borate; all active insect killers of known merit. The law recognizes only one standard of insecticide for destroying flies, roaches, etc., that is pyrethrum, therefore, although this preparation is 100 per cent active insecticide, we can only label it 75% active and 25% inert. We will match this article against any insecticide bearing an inert statement on the label.

PER DOZEN 67 cts.

PER GROSS \$8.00 WITH 3 DOZEN FREE



Note the
excellent
profit
this
brings
you

MEYER RED DIAMOND

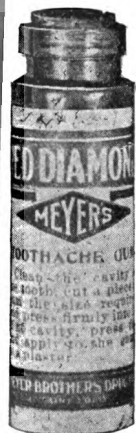
TOOTHACHE GUM

A POWERFUL PAIN RELIEF

This prepared gum is quick acting and harmless. It stops the pain almost at once. If inserted in a cavity where it can be kept in place it prevents return of the misery.

DOZEN 75 cts.

In Gross Lots @ \$8 Gross



MEYER RED DIAMOND

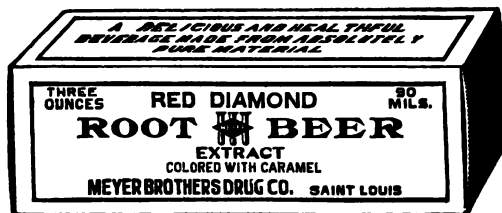
TOOTHACHE DROPS

THE OLD RELIABLE REMEDY

This preparation is put up according to an old standard formula that has been in use for a century or more. It does the work so excellently that further improvement seems impossible.

DOZEN 85 cts.

In Gross Lots @ \$9 Gross



MEYER RED DIAMOND EXTRACT

ROOT BEER

THE MOST POPULAR OF ALL HOME MADE DRINKS

Root Beer has proved its quality as a wholesome healthful and refreshing drink, particularly for children. Moreover it is an economical drink costing less than a cent a glass. The demand increases every year. See that you have it in stock.

PRICE DOZEN \$1.80

GROSS \$19.50

5 GROSS @ \$18.00 PER GROSS

IDEAL

Spring Cleaning Assortments of Sponges

Save Money and Trouble by Buying Assortments

SPECIAL OFFER

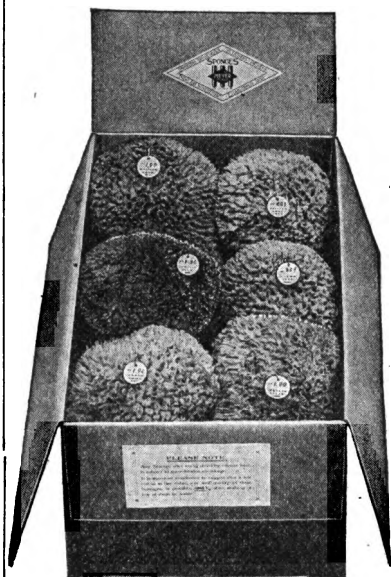
On orders for two or more cases MAY 1st dating

10%

MEYER

SPECIAL OFFER

On orders for four or more cases June 1st dating



Cubak-wool
"GOOD SERVICE"

SPONGES

Packed in cases
unbleached

Each sponge
tagged
already to sell



No.	Retail
C 40	30-40-50c
C 70	65-70-75c
C 90	80-90-\$1.00
C120	\$1.00-\$1.20-\$1.40

Contents

Size 5 to 6 inches, maximum diameter, price-tagged and equally assorted, to retail 30, 40 and 50c (average 40c each)

Size 6 to 6½ inches, maximum diameter, price-tagged and equally assorted, to retail 65, 70 and 75c (average 70c each)

Size 6½ to 7½ inches, maximum diameter, price-tagged and equally assorted, to retail 80, 90 and \$1 (average 90c each)

Size 7½ to 8½ inches, maximum diameter, price-tagged and equally assorted, to retail \$1.00, \$1.20 and \$1.40 (average \$1.20 each.) We will also pack this size in cases of 9 pieces at 80c each or \$7.20 per case

Cost in Cases of 15	Cost in Cases of 30
27c Each	25c Each
\$4.05 Case	\$7.50 Case
45c Each	43c Each
\$6.75 Case	12.90 Case
60c Each	58c Each
\$9.00 Case	17.40 Case
80c Each	77c Each
12.00 Case	23.10 Case

Dealers Sure Profit 50 to 55% on Investment

SUGGESTED ASSORTMENTS

30 pcs. C 40	FOR	30 pcs. C 40	FOR	15 pcs. C 40	FOR	30 pcs. C 40	FOR	15 pcs. C 40	FOR
30 pcs. C 70		30 pcs. C 70		15 pcs. C 70		15 pcs. C 70		15 pcs. C 70	
30 pcs. C 90	\$60.90	15 pcs. C 90	\$36.60	15 pcs. C 90	\$31.80	15 pcs. C 90	\$30.45	15 pcs. C 90	\$27.60
30 pcs. C120		9 pcs. C120		15 pcs. C120		9 pcs. C120		9 pcs. C120	

EVERY DEALER SHOULD HAVE A COMPLETE SELECTION TO OFFER

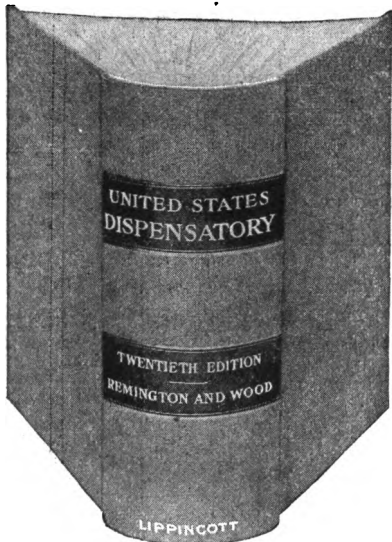
Start April With Better Business

*During April and the Year Round Sell Meyer Quality
Certified By Test*

In most sections of the country, April marks the transition from winter weather to spring climatic conditions. The entire community is stirred and many are the articles in the retail drug store which are in seasonable demand. "April showers bring May flowers," according to popular quotation. The thoroughly up-to-date and progressive retail druggist should not find it necessary to wait until May for tangible returns from April activities. The month could be one of large accomplishments. See to it that you are not only prepared to serve each customer but that the trade is made anxious to take advantage of the opportunities buy you present during the month of April.

A Necessary Book

The "United States Dispensatory" is one of the books which it is difficult for the retail druggist to do without, if not absolutely necessary to have, in order to successfully conduct his business.



The twentieth edition of this standard work is the one now in use. The volume contains much information of interest to physicians. If your medical friends do not have the dispensatory, offer them the privilege of consulting your book at the store. The U. S. is based on the U. S. P. IX and the N. F. IV,

making it an encyclopedia on the subject of drug-store library reference. Price, Buckram \$12.00, with thumb index \$12.75.

Help Rid the Home of Bugs

Warm weather brings back the numerous kind of insects and bugs that cause the housewife no small amount of trouble. These pests, if allowed to get started, become so numerous in a very short time that it takes more than one season to exterminate them.

"As they grow in numbers, so do they multiply the expense of ridding the home of them."

Most every woman knows these facts, but on account of so much other work at this time she is apt to forget—that is, until the bugs get started. There's a good sales suggestion in pushing disinfectants, roach and bedbug powders. Another good suggestion would be to set aside one week for pushing disinfectants and the like. Call it "Bug Week" if you will. Arrange a window and counter display with a complete assortment of these bug powders. Showcards, about the ordinary size, with text somewhat like the following, will help:

GET AN EARLY START ON COCKROACHES!
RED DIAMOND INSECT POWDER
WILL DO THE TRICK

Have You Killed Off Those Bugs That Have
Been Sealed Up in the House All Winter?

"A BIGGER OFFENSIVE THIS YEAR."

Your offensive against the fly must be even stronger this year than last. When a woman buys bug powders and disinfectants she may need something else.

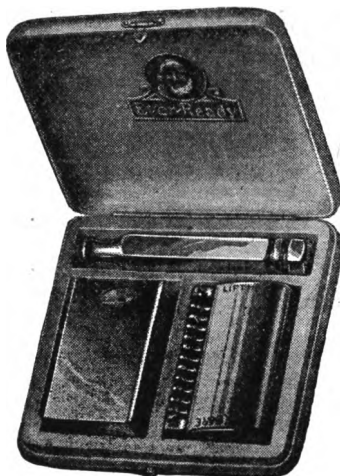


Many druggists have arranged their stock so that the seasonable articles are as near the front of the store as possible. Rubber gloves, rubber sponges, chamois

skins, furniture polishes, and many other things may be brought to the prospect's attention in this way.

APRIL SPECIAL ON EVERREADY RAZORS**DELUXE STYLES****\$8.00 PER DOZEN****ANY STYLE IN STOCK****Speedster**

Everready "Speedster" oblong stained wood hinged cover box, with catch, contains nickel-plated razor and blade box and 5 blades, (retails for \$1.00) doz. **\$8.00**

**Town**

Everready "Town" square flat white celluloid case with catch, contains nickel plated razor and blade box and 5 blades (retails for \$1.00) ..per doz. **\$8.00**

**Touring**

Everready "Touring" oblong nickel-plated hinged cover case with snap, velvet lined, contains nickel-plated razor and blade box and 5 blades (retails for \$1.00) doz. **\$8.00**

**Sport**

Everready "Sport" flat square nickel-plated hinged cover case, silk and velvet lined, contains nickel-plated razor and blade box and 5 blades (retails for \$1.00) doz. **\$8.00**

**Chummy or Sedan**

Everready "Chummy" square black leather case, hinged cover, with button snap, silk and velvet lined, contains nickel-plated razor and blade box and 5 blades (retails for \$1.00) doz. **\$8.00**

Everready "Sedan" square, red leather case, hinged cover and snap button, red silk and velvet lined, contains nickel-plated razor and blade box and 5 blades (retails for \$1.00) doz. **\$8.00**

MEYER BROTHERS DRUG CO.,*Est. 1852***ST. LOUIS, MO.**

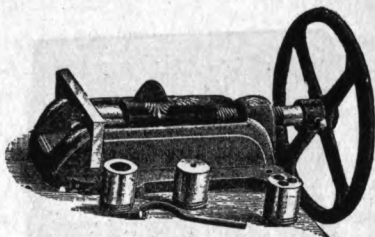
READY TO CLOSE

When in comes a **RX.** for Suppositories

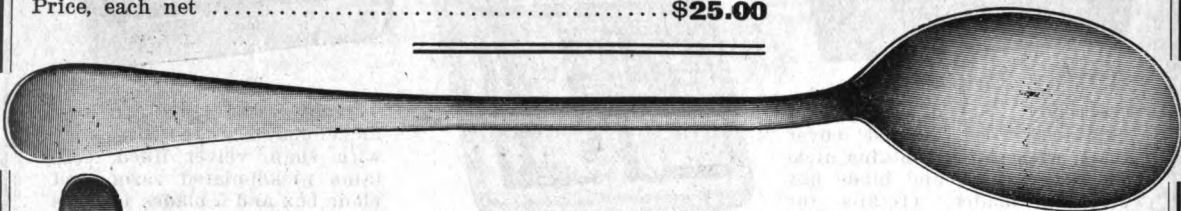
Why Worry
A **PEARL** Suppository
Machine will make
them in a hurry

No skill required to work these machines. They are the most perfect, reliable and easily manipulated machines ever made. On the market for 25 years, thousands in use. Every machine is guaranteed to do what it is claimed. Complete with four moulds, one for making 15-grain suppositories at one time, one for making three 80-grain at one time, and one for 100-grain Vaginal, and one for Urethral and Nasal.

Price, each net **\$25.00**



Order one today
Meyer Brothers Drug Co.



Oval Bowl No. 46, 7 in., Doz. \$2.35
No. 47, 8 in., Doz. 2.70

THESE SPOONS ARE
HEAVILY SILVER PLATED
ON A
NICKEL SILVER BASE

No. 65
5 in.
Doz. \$1.90

Round Bowl No. 63, 5 in., Doz. \$1.90
No. 66, 8 in., Doz. 2.70



MEYER BROTHERS DRUG CO.

The largest Drug House in the World

MEYER RED DIAMOND



A WELL BALANCED MIXTURE OF FRESH, SELECTED AND RECLEANED SEEDS ON WHICH SONG BIRDS THRIVE

Red Diamond Bird Seed has a reputation for quality and economy. The quality is that property which promotes health, vigor and song while the economy rests on the fact that the birds clean it all up thus there is no waste.

CUTTLE BONE IN EVERY PACKAGE

1lb. Square Cartons, Doz. \$1.75.

PER GROSS \$18.00

Case of 4 Doz. @ \$1.65 Doz.

We have it also in 1 lb. round packages, WITHOUT HEMPSEED at same price.

MEYER RED DIAMOND

ECRU



**FOR TINTING LACE
CURTAINS, DOILIES
AND LINENS**

This is a harmless and safe preparation for tinting white goods the delicate shade of imported lace. It can be made to produce any desired shade of the ecru color. The process is simple and the results uniformly satisfactory.

PRICE

**DISPLAY BOXES OF 20 PACKAGES
PER BOX \$1.00**

MEYER RED DIAMOND

ENAMEL PAINTS

**QUALITY
GUARANTEED**

Spring is the season for a general campaign of cleaning and painting. The interior woodwork and ornaments will of course call for enamel paint. When quality is desired which is most always, this means Red Diamond Enamel Paint.



PRICES

	$\frac{1}{2}$ Pints	$\frac{1}{4}$ Pints
Gold	Dozen \$4.80	\$2.76 Doz.
Aluminum	Dozen 3.96	2.40 Doz.
White	Dozen 3.12	1.92 Doz.
Colors	Dozen 3.00	1.80 Doz.
Under Coat	Dozen 2.76	

AN ESSENTIAL DISINFECTANT FOR THE FARM

Formaldehyde

Controls the Following Principal Diseases

STINKING SMUT OF WHEAT

COVERED SMUT OF BARLEY

COVERED SMUT AND LOOSE SMUT OF OATS

STEM SMUT OF RYE

**Also Used Extensively for Disinfecting Cattle
and Sick Rooms**

WRITE US FOR FURTHER INFORMATION AND PRICES.

MEYER BROTHERS DRUG CO.

ST. LOUIS

MO.

A DEPENDABLE OLIVE OIL

(Continued from page 5)

these Cross Olive Oil, which is noted for its extreme sweetness.

Olive Oil a Food and a Medicine

We today, as the ancients of old, are using olive oil both as food and medicine, but, thanks to the growers, they have cultivated well, for it is no longer a luxury but within the means of all, and well on the road to becoming a staple article of food. The demand has grown so rapidly and steadily that the exporters abroad have resorted to various means of supplying it, and great care is taken by the Government in protecting the importers against adulterated oils which come into the country in great quantities under the name of "Pure Olive Oil". This adulteration is effected by combining a high grade oil with an inferior quality, or with peanut oil, rape oil, cottonseed oil, etc., and while much of this inferior quality unavoidably passes through the Customs and is distributed throughout the country, its food value is nil. Every cask of Maltese Cross Olive Oil received by us from Nice, France, undergoes a rigid test in our own laboratories, and it has never yet been found wanting in purity. Olive Oil is one commodity where it pays to secure the best—substitutes are decidedly not as good. As a food it has a positive, definite place in our diet, and its purity

should be of paramount importance, in fact, it stands a close second to the purity of milk.

Few, if any, who use olive oil today have stopped to consider its real value in the preparation of food; it is two-thirds liquid fat, and can be used with excellent results in place of lard or butter. As a condiment it is unexcelled, for it adds to vegetable salad, in which there is little or no nutrition whatever, the quality that makes it at once more palatable and valuable in food properties and more easily digested.

Its medicinal merits, although recognized, are little understood. Infants a few days old are massaged with it, and as they grow older are given it internally; invalids take it constantly; great quantities are used in the treatment of tuberculosis; it is used as a mild laxative; it is excellent in case of malnutrition, its tendency being to build up the tissues and add flesh, and, in fact, it closely resembles the proverbial "cure-all".

The Most Dependable Oil

Maltese Cross Olive Oil is the peer, grown under the most favorable soil and climatic conditions, manufactured by the most approved method and absolutely pure. A commodity whose varied properties make it at once a necessity and a delicacy, and food and medicine should be in universal use so that all may benefit.

SPRAY MATERIAL *for* 1922



To Our Readers:

There is a great deal of satisfaction in drawing supplies, especially Insecticides, through a medium or channel like ours. As a matter of fact, there is no one, regardless of whether he be Manufacturer or Dealer, who can better serve you and your interests than we. Our combined facilities have given us a distinctive advantage and we want to give you the benefit of all of this in buying your

Insecticides for 1922

We have a more complete line than anyone; in fact, our line embodies everything used for the protection of fruit and vegetation, and the quality of each and every item is right.

We solicit your business and invite your inquiries.

MEYER BROTHERS DRUG CO.

ST. LOUIS

The Largest Drug House in the World

MEYER DRUGGIST

**THE
MEYER
NAPHTHALENE BALL
MACHINE**



Winter Garments are Being Stored Now!

KEEP THE DESTRUCTIVE MOTHS AWAY

with

NAPHTHALENE BALLS

Made from Prime White Material of Standard Melting Point and Highest Quality.

ORDER YOUR REQUIREMENTS AT ONCE AND SUPPLY THE PRESENT DEMAND

BARRELS OF 300 LBS.	PER POUND .09$\frac{1}{4}$
5 BARREL LOTS	PER POUND .09

A DISSEMINATOR OF PROFITABLE INFORMATION

Kindly inform us as soon as you receive a satisfactory answer to your advertisement in The Meyer Druggist.

WANTED—SITUATIONS.

SITUATION WANTED—Would prefer evening hours. Address No. 8, Care The Meyer Druggist. (4)

SITUATION WANTED—By registered assistant in Missouri. Address No. 95, Care The Meyer Druggist. (4)

SITUATION WANTED—By lady; assistant pharmacist in Missouri. Address No. 15, Care The Meyer Druggist. (4)

WANTED POSITION—Registered Pharmacist, 10 years experience. References. City work. Address No. 2, Care The Meyer Druggist. (4)

SITUATION WANTED—By young man; high school graduate; two years' experience; front end man. Address No. 94, Care The Meyer Druggist. (4)

SITUATION WANTED—Registered Pharmacist would like to earn room and board while attending medical college. Address No. 3, Care The Meyer Druggist. (4)

SITUATION WANTED—In St. Louis; during vacation and with college privileges during college of pharmacy term. Address No. 13, Care The Meyer Druggist. (4)

SITUATION WANTED—By registered Illinois Pharmacist, long experience, middle aged, good references, moderate salary. Address "Pharmacist" 169 Grove St., Blue Island, Ill. (4)

POSITION WANTED—By young lady; in St. Louis; with college privileges during college term and during intermission until school opens again. Address No. 7, Care The Meyer Druggist. (4)

SITUATION WANTED—In St. Louis; by young man as drug clerk during vacation and with college privileges during school term; three years' experience as front end man. Address No. 14, Care The Meyer Druggist. (4)

WANTED—Position in drug store by young lady twenty-nine; nine years' city and country experience; also fountain. Honest, reliable, neat. References. Will go anywhere. High salary not expected. Write Ella Garland, 220 Howard Street, Petosky, Mich. (16)

POSITION WANTED—Registered druggist, age 30; 7 years experience; best of references; wants situation in good drug store in Colorado, Texas, New Mexico or Arizona with privilege of buying an interest in the business. Address No. 4, Care The Meyer Druggist. (5)

MISCELLANEOUS.

WANTED—Small drug store, New York State. Address No. 98, Care Meyer Druggist. (4)

DOCTOR WANTED—In Colorado town; large territory; attractive location. Address No. 10, Care Meyer Druggist. (4)

FOR RENT—Store suitable for drug store in Illinois, near St. Louis. Address No. 1, Care The Meyer Druggist. (4)

WANTED—To hear from owner of good drug store for sale. State cash price, description. D. F. Bush, Minneapolis, Minn. (6)

WANTED TO BUY—A few 8 foot sections McLeans Show Case and wall display units or similar. Must be cheap. Address No. 18, Care Meyer Druggist. (4)

UNOPPOSED PRACTICE in S.-W. Missouri. Good town, large territory; good roads, collections good. Total business Jan. \$300. For information write, No. 9, Care Meyer Druggist. (4)

INDIAN RELICS BOUGHT—Notched hoes, flint spades and hematite specimens particularly desired. Address No. 17, care The Meyer Druggist. (16)

FOR LEASE—Drug store location in Wichita, Kansas, established 1888, available next June. Long lease, low rental to suitable tenant. C. L. Van Werden, 325 B South Union Avenue, Los Angeles, California. (4)

WANTED—Druggist wants to buy part or entire interest in a good drug store in southern state. Licensed, thoroughly trained and experienced manager. Will consider position with option. J. Quee, 1916 E. Duval St., Jacksonville, Fla. (4)

ALUMNI INTELLIGENCE BUREAU—The Alumni Association of the St. Louis College of Pharmacy is ready to help clerks find situations and secure help for proprietors. Address C. W. Tritschler, 206 South Fourth St., St. Louis, Mo. (16)

HELP WANTED

WANTED—Experienced clerk. Capable doing anything in drug store. Willing, industrious, honest, good salesman. State qualifications in detail, age, salary expected and reference. Robert Pharmacy, Marion, Illinois.

HELP WANTED—Experienced soda man with experience selling drug sundries; clean, reliable worker; higher salary paid to one who is also first class druggist; good salary paid to trippler who knows his business. Address No. 12, Care The Meyer Druggist.

FOR SALE.

FOR SALE—One half interest in a well paying drug store a good Missouri R. R. town. Address D. B. Hobson, Blamar Mo.

FOR SALE—Drug store. Only store in town of 450, Good Stock and Fixtures. Soda Fountain. Write Box 106, Stoutland Mo.

FOR SALE—167 qt. size and 181 gallon size Bradley Vroom Tinter tubes at 25% discount. Address The H & S Store Tipton, Mo.

FOR SALE—Well located up-to-date drug store at Slater, Reason for selling death of proprietor. Address C. W. Peterson, Slater, Mo.

FOR SALE—One Weeks Glass Sterilizer 300 Glass capacity used only as Show Room sample. Regular price \$150.00, will sell for \$100.00. J. M. Gale, 217 So. 4th St., St. Louis, Mo. (4)

AAA! BARGAINS in U. S. surplus war sundries, Pharmaceuticals. 50% saving on standard staples. Request lists. A. Smith, Box. 1374, Detroit. Established. 1895. Salesman wanted. (4)

FOR SALE—Cheap. 1 Electric carbonator, direct current, 20 ft. solid marble soda counter and work-board, or will trade what have you? Write T. V. Campbell, 704 Kansas Ave Topeka, Kansas. (4)

FOR SALE—50 Cases O. S. Hog Remedy, one dozen to 1 case. Retail price \$12.00 dozen. For quick cash sale to responsible dealer, \$3.00 dozen. Address H. H. Schlueter, 217 So. 4th St., St. Louis, Mo. (4)

DRUG STORE (Snaps), for sale, and positions in all State Physicians, Veterinarians, Dentists furnished for locations. Guaranteed service. F. V. Kniest, R. P., Peters Trust Building Omaha, Nebr. Established 1904. (1)

FOR SALE—Two fine drug stores on busy street in residential district of Missouri town; equipped with fountains, plate glass cases, electrical machinery and finest new style fixtures; well stocked. Address No. 100, Care The Meyer Druggist. (4)

FOR SALE—Drug store, stock \$6,500.00; fixtures \$4,500.00 oil and farming town of 3,000; paved streets and good school \$27,000.00 business 1921. Reason for selling other business \$9,000.00 cash buys it. Address No. 11 Care of Meyer Druggist. (4)

FOR SALE—Doctor's practice and drug store for sale. Practice \$4,000.00 per year. Good drug store, nearest one 20 miles Town of 600. Rich farming country. For quick sale will take \$2,000.00 for all. Don't answer unless you have the means. C. L. Lavender, Marthasville, Mo. (4)

FOR SALE—Do you want a Rexall store in Kansas, in valley where crop failures are unknown? Located on the corner in town, paved streets, electric lights, etc. Store has modern fixtures and up-to-date in every respect. Sales 19 \$17,000. If you want to get in on the cream of this year business, write No. 16 Care of Meyer Druggist. (4)

FOR SALE—Drug Store in town of 1200 in Southern Iowa Rock Island division point. Excellent farming community surrounding, up-to-date fixtures and clean, complete stock, inventory between five and six thousand. Reason for selling—poor health. Real opportunity for active man. Address No. 19, Care Meyer Druggist. (4)

FOR SALE—A good Drug Store in a good live town in N. Mo. Population 1500 to 2000. Good farming community, 3 bank electric lights, good schools, good roads, 2 railroads. Store doing a good business. Stock will invoice \$7,000 or \$8,000 Reason for selling is ill health of one of the firm. For further information address No. 6, Care of Meyer Druggist. (4)

FOR SALE—Fourteen foot second hand Knight Vitreous Soda Fountain used two years. White and Black Glass counter, Bar Mahogany finish. Sixteen feet confectioner wall shelving Two eight foot candy cases. Twenty white glass top soda tables Eighty Bentwood soda chairs, all mahogany finish; low price for quick sale. Meyer Brothers Drug Co., Soda Fountain Dept., 4 and Clark Ave., St. Louis. (4)

MEYER DRUGGIST

MEYER CERTIFIED DRUGS

QUALITY CERTIFIED BY TEST

\$ 25.00 LOTS, 7½% IN FREE GOODS

50.00 LOTS, 12½% IN FREE GOODS

100.00 LOTS, 17½% IN FREE GOODS

There is only One Line of Certified Drugs bearing the Certificate of Meyer Brothers Drug Company. Each Certificate is a Guarantee of Purity. Let us send you a \$50.00 Assortment to demonstrate the Many Advantages of this plan of selling. Thousands of Druggists are Selling this Line with Satisfaction to Themselves and their Customers.

TERMS: 30 DAYS, or 1% FOR CASH IN 10 DAYS

MEYER BROTHERS DRUG COMPANY.

	Sell Per 100 Units	Sug- gested Retail Price	Units in Pkg.	Weight Per Pkg.
Id, Boric, Powd., ½ oz.	3.25	05	10	1½ lb
1 oz.	4.00	10	10	1½ lb
2 oz.	6.00	10	10	1½ lb
4 oz.	10.00	15	10	3 lb
8 oz.	17.50	35	10	6 lb
16 oz.	28.50	50	5	5½ lb
Id, Boric, Crystals, 1 oz.	4.00	10	10	1½ lb
2 oz.	6.00	10	10	1½ lb
4 oz.	10.00	15	10	3 lb
Carbolic, Phenol, Liquid, ½ oz.	6.00	10	10	1 lb
1 oz.	7.00	15	10	1 lb
3 oz.	12.50	25	10	1½ lb
Oxalic, Crystal, ½ oz.	4.00	10	10	½ lb
1 oz.	5.00	15	10	1 lb
Salicylic, ½ oz.	4.00	10	10	½ lb
1 oz.	6.00	15	10	½ lb
Id, Tartaric, ½ oz.	4.25	10	10	½ lb
1 oz.	6.50	15	10	1½ lb
2 oz.	10.50	25	10	1½ lb
um, Powd., 1 oz.	3.75	10	10	1 lb
2 oz.	4.50	10	10	1½ lb
4 oz.	6.75	15	10	3¼ lb
Aspirin, Meyer:				
5-grain Tablets, 5s	3.00	10	20	10 oz
8s	3.50	10	20	10 oz
10s	3.75	15	20	10 oz
12s	4.00	15	20	10 oz
25s	6.25	25	20	1 lb
100s	22.50	75	5	1½ lb
12, Tins	6.50	30	20	11 oz
24s, Tins	10.00	30	20	19 oz
5-grain Capsules, 10s	8.00	20	20
12s	9.50	25	20
25s	16.00	40	20	1 lb
ue Vitrol, Cryst., 1 oz.	4.50	10	10	1 lb
2½ oz.	7.00	15	10	2 lb
rax, Impalpable Powd., 4 oz.	6.00	10	10	3½ lb
8 oz.	10.00	20	10	6 lb
16 oz.	16.00	30	5	5½ lb
Homel, ½ oz.	6.25	10	10	½ lb
1 oz.	15.00	30	10	1½ lb
Tablets, ½-gr., 25s	5.00	10	10	4½ oz
1 grain, 25s	6.00	10	10	4½ oz
iscara, Aromatic, (F. E.), 2 oz.	13.00	25	10	3½ lb
4 oz.	21.00	50	5	3½ lb
alk, Prepared:				
White Cones, 2 oz.	4.50	10	10	1½ lb
White Cones, 4 oz.	6.50	15	10	3¼ lb
Pink Cones, 2 oz.	5.00	10	10	1½ lb
Pink Cones, 4 oz.	7.00	15	10	3½ lb
loroform, 1½ oz. by weight.	12.50	25	10	2 lb
ffee, 1-lb cartons	33.00	50	48	65 lb
pperas, U. S. P. Cryst., 2 oz.	4.25	10	10	2 lb
4 oz.	5.25	15	10	3 lb
eam Tartar, ½ oz.	4.25	15	20	10 oz
1 oz.	6.25	15	10	1 lb
2½ oz.	11.00	25	10	2 lb
m Bark, Powd., 1 oz.	7.00	15	10	1½ lb
2 oz.	10.00	25	10	1½ lb
om Salts, Needle Crystals:				
2½ oz.	3.50	10	10	2 lb
4 oz.	3.75	10	10	3¼ lb
8 oz.	6.00	15	10	6 lb
16 oz.	9.00	20	5	5½ lb
ormaldehyde, 8 oz.	22.00	50	10	10½ lb
16 oz.	35.00	75	5	10 lb
nger, Essence:				
Double strength, 1 oz.	16.00	25	10	2 lb
ycerine, ½ fl. oz.	5.75	10	10	1½ lb
1½ oz., by weight	7.50	15	10	2 lb
2 oz. 2½ oz. by weight.	10.00	20	10	3½ lb
4 oz. by weight	13.50	30	10	4½ lb

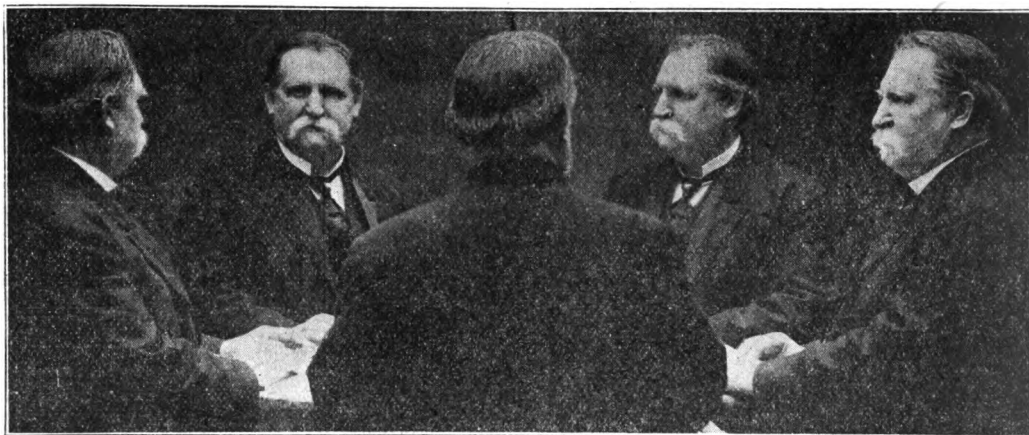
	Sell Per 100 Units	Sug- gested Retail Price	Units in Pkg.	Weight Per Pkg.
Leaves, Henna, 1 oz.	6.50	15	10	1 lb
2 oz.	10.00	20	10	2 lb
Senna, Whole, ½ oz.	4.50	10	10	½ lb
1 oz.	6.25	15	10	1½ lb
2 oz.	9.00	20	10	2½ lb
Milk of Magnesia, 8 oz.	17.00	35	10	10 lb
Oil, Mineral, 16 oz.	33.00	65	5	10 lb
Castor, 1 oz.	6.00	15	10	2 lb
2 oz.	8.50	20	10	3 lb
3 oz.	10.50	25	10	5 lb
4 oz.	12.50	30	10	5½ lb
6 oz.	16.00	40	10	9 lb
Castor, Aromatic, 2 oz.	12.50	25	10	3½ lb
4 oz.	17.50	40	5	3 lb
Ointment Mercurial, ½ oz.	8.00	15	10	1½ lb
Zinc Oxide, 1 oz.	12.50	25	10	1½ lb
2 oz.	17.50	35	10	2½ lb
Paregoric, 1 oz.	9.50	15	10	2 lb
2 oz.	14.00	25	10	3½ lb
3 oz.	18.50	40	10	5 lb
Peroxide Hydrogen, 12 Vol., 4 oz.	10.50	25	10	6½ lb
8 oz.	15.75	35	5	5½ lb
16 oz.	25.00	50	5	11 lb
Potass, Permanganate, ½ oz.	4.25	10	10	½ lb
1 oz.	6.50	15	10	1½ lb
2 oz.	10.00	25	10	1½ lb
Powder, Comp, Licorice, 1 oz.	4.75	10	10	1½ lb
2 oz.	7.50	15	10	2 lb
Quinine Capsules, 2 gr.	9.50	20	10	3½ oz
3 gr.	12.00	25	10	4½ oz
5 gr.	17.50	35	10	4½ oz
Tablets, 2 gr.	7.50	20	10	4 oz
3 gr.	10.00	25	10	4½ oz
5 gr.	15.50	35	10	4½ oz
Rochelle Salts, Powdered, 1 oz.	5.25	10	10	½ lb
2 oz.	8.75	20	10	1½ lb
3 oz.	12.00	25	10	2½ lb
Salt Petre, Gran., 1 oz.	3.50	10	10	1 lb
2 oz.	5.25	15	10	1½ lb
4 oz.	7.50	20	10	3½ lb
8 oz.	12.00	35	10	6 lb
16 oz.	21.00	50	5	5½ lb
Sassafras Bark, 1 oz.	6.00	15	10	1½ lb
2 oz.	9.50	20	10	2 lb
Sodium Bicarb., 4 oz.	4.25	10	10	3½ lb
8 oz.	6.00	15	10	6 lb
16 oz.	9.25	20	5	5½ lb
Phosphate, Granulated, 4 oz.	7.25	15	10	3½ lb
8 oz.	12.00	25	10	6 lb
16 oz.	19.50	40	5	5½ lb
Spirit Camphor, 1 oz.	11.50	25	10	1½ lb
2 oz.	19.50	40	10	3 lb
3 oz.	26.50	50	10	5 lb
Sugar Milk, Powdered, 16-oz. ctn.	35.00	75	5	5½ lb
8-oz. cartons	19.00	40	5	3 lb
Sulphur, Sublimed Flowers:				
2½ oz.	4.00	10	10	2½ lb
4 oz.	5.00	10	10	3½ lb
8 oz.	7.75	15	10	6 lb
16 oz.	12.00	20	10	11½ lb
Syrup White Pine Comp				
3 oz. with Morphine	15.00	30	10	5 lb
4 oz. with Morphine	18.00	35	10	7 lb
3 oz. without Morphine	13.50	30	10	5 lb
Tablets, Antiseptic, Vaginal, 40s.	16.00	25	10	3 lb
Antiseptic, Bernay's Blue, 100s.	17.50	35	10	1½ lb
Antiseptic, Bernay's White, 100s.	17.50	35	10	1½ lb
Hinkle's Cascara Cathartic, 100s.	15.00	35	10	1½ lb
Tea, Ceylon, Special Blend	20.00	30	4
Tincture Arnica, 1 oz.	10.00	25	10	2 lb
Iodine, ½ oz. with C. H. Brush.	8.00	15	10	1½ lb
1 oz. with C. H. Brush	11.50	25	10	6½ lb
Witch Hazel, 16% 4 oz.	14.50	25	10	6½ lb
8 oz.	23.75	40	10	10 lb

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Professor Otto A. Wall Memorial Meeting



A Five-in-One View of Professor Otto A. Wall, Taken at the United States Pharmacopoeial Convention Over which the D. Presided at Washington, D. C., in May, 1910.

The St. Louis College of Pharmacy and the Alumni Association of that institution conducted memorial services at the college building on March 2.

Professor Francis Hemm who entered the college as a student, the same year that Professor Wall came a member of the faculty, presided at the meeting. Professor Hemm read an address in which reviewed the pharmaceutical activities of Dr. Wall, paying him a warm tribute as a colleague and friend. Dr. Robert E. Schlueter, a graduate of the school and ex-president of the St. Louis Medical Society, discussed "The Medical Aspects of the Life of Dr. Otto A. Wall." Dr. Henry M. Whelpley, dean of the college, gave a number of reminiscences of his acquaintance with Dr. Wall which began in 1881. His remarks were illustrated with lantern slides. Charles M. Tarlow, president of the Omega Phi Society, the Senior class, spoke on behalf of the student body. He stated that although Professor Wall was no longer with us in body, his spirit still prevailed the school and would do so for many years to come, exerting a beneficial influence on the institution and its students.

Appropriate resolutions on the death of Professor Wall were presented by the Board of Trustees of the Faculty, by the Alumni Association and by the students.

	Size	Price	Page		Size	Price
51 Artificial Snow	10c	Doz. .60	1144 Liquid Metal Polish	¼ pt.	Doz. 1.50	
54 Asafoetida	20 pieces	Box .70	1155 Lithia Tablets, 3-gr.		Doz. 2.50	
54 Asafoetida	40 pieces	Box .80	1155 Lithia Tablets, 5-gr.		Doz. 3.00	
27 Balm Analgesic, small tubes		Doz. 2.00	1144 Liver Pills	25c	Doz. 1.75	
27 Balm Analgesic, large tubes		Doz. 4.00	1148 Liver Salts, Small		Doz. 2.00	
48 Bath Salt (Paraf. Lined Ctns.)	1 lb.	Doz. .60	1148 Liver Salts, Large		Doz. 3.75	
27 Beef, Wine and Iron	16 oz.	Doz. 10.20	1138 Louse Killer (improved), large	1½ lb.	Doz. 2.25	
57 Beeswax, Yellow, 1 lb. cakes		Lb. .40	1138 Louse Killer (improved), small	½ lb.	Doz. 1.00	
57 Beeswax, Yellow 16 cakes of about 1 oz.		Lb. .42	1156 Mange and Dandruff Treatment		Doz. 3.50	
34 Bird Gravel	Large	Doz. 1.00	1139 Menthol Cream	1 oz.	Doz. 1.75	
34 Bird Gravel	Small	Doz. .60	1135 Menthol Inhalant, Display card of 16		Card 1.10	
50 Bird Seed, square	1 lb.	Doz. 1.75	1131 Mentholated Cough Drops (box of 40 pkgs.)		Box 1.40	
50 Bird Seed, round	½ lb.	Doz. 1.15	1139 Mothine Marbles, large	13 oz.	Doz. 1.75	
50 Bird Seed, round, without hemp	1 lb.	Doz. 1.75	1139 Mothine Marbles, medium	7 oz.	Doz. 1.10	
38 Bronchial Lozenges	10c	Doz. .80	1139 Mothine Marbles, small	about 5 oz.	Doz. .75	
27 Canvas Shoe Dressing	15c	Doz. 1.25	1139 Moth Repeller	3¼ oz.	Doz. 1.00	
27 Canvas Shoe Dressing	25c	Doz. 1.85	1139 Moth Repeller	10 oz.	Doz. 2.25	
28 Cascara Aromatic	2 oz.	Doz. 1.75	1140 Mutton Suet	10c	Doz. .75	
44 Cathartic Pills, U. S. P. Comp.	25c	Doz. 1.75	1140 Olive Oil		Doz. 1.25	
44 Cathartic Pills, U. S. P. Comp.	25s	Doz. 1.75	1141 Paraffin Wax, ¼ lb. cakes in 1 lb. cartons		Lb. .14	
41 Caustic Pencils	10c	Doz. .75	1138 Penetrating Liniment	25c	Doz. 2.00	
29 Charcoal, Gran., ctns.	1 lb.	Doz. 1.25	1142 Peroxide Cream	25c	Doz. 2.00	
29 Charcoal, Gran., ctns.	3 lb.	Doz. 3.00	1142 Peroxide of Hydrogen	1 lb.	Doz. 2.60	
29 Charcoal, Gran.	8-lb. bags	Doz. 6.00	1142 Peroxide of Hydrogen	¼ lb.	Doz. 1.75	
29 Charcoal, Gran.	20-lb. bags	Doz. 12.75	1142 Peroxide of Hydrogen	½ lb.	Doz. 1.00	
38 Charcoal Lozenges	10c	Doz. .85	1143 Petrolatum, 2-oz. amber	Plain	Doz. .70	
54 Charcoal and Pep. Tab	10c	Doz. .75	1143 Petrolatum, 4-oz. amber	Plain	Doz. 1.10	
29 Charcoal Willow, Pd.	1 lb.	Doz. 2.40	1143 Petrolatum, 5-oz. amber	Plain	Doz. 1.25	
29 Charcoal Willow, Pd.	½ lb.	Doz. 1.35	Camp. Carbo. or Perfumed	Prices on application		
29 Charcoal Willow Pd.	¼ lb.	Doz. .90	1143 Phenol, Camphorated	2 oz.	Doz. 2.00	
29 Charcoal Willow, Pd.	2 oz.	Doz. .60	1134 Poisoned Grains	10c	Doz. .80	
37 Chlorinated Lime	Large	Doz. 1.45	1134 Poisoned Grains	25c	Doz. 1.80	
37 Chlorinated Lime	Medium	Doz. .80	1140 Polishing Oil	Small	Doz. 1.25	
37 Chlorinated Lime	Small	Doz. .50	1140 Polishing Oil, Medium	12 oz.	Doz. 2.50	
45 Cleaning Powder		Doz. 1.25	1140 Polishing Oil, Large	1 qt.	Doz. 5.50	
29 Cod Liver Oil, Ext. of		Doz. 10.80	1140 Polishing Oil	½ gal.	Doz. 9.00	
49 Corn Salve		Doz. 1.25	1140 Polishing Oil	1 gal.	Doz. 15.00	
48 Corn Remover (liquid)		Doz. 1.20	1147 Poultry Remedy, Small	2 lb.	Doz. 2.80	
30 Court Plaster, Liq., 16s	¼ oz.	Doz. 1.00	1147 Poultry Remedy, Large	5 lb.	Doz. 5.20	
30 "Death Blow"		Doz. .67	1128 Prepared Chalk	¼ lb.	Doz. .75	
30 Death Spray	Large (12 oz.)	Doz. 3.25	1128 Prepared Chalk	½ lb.	Doz. 1.20	
30 Death Spray	Small (6 oz.)	Doz. 1.80	1128 Prepared Chalk	1 lb.	Doz. 2.00	
30 Diarrhea and Colic Rem.	25c	Doz. 1.85	1128 Prepared Chalk	5 lb.	Doz. 7.20	
31 Disinfectant, Liq.	1 pt.	Doz. 4.50	1157 Prepared Wax	1 lb.	Doz. 5.40	
31 Disinfectant, Liq.	½ pt.	Doz. 2.40	1147 Pumice Powder	6-oz. can	Doz. .85	
154 Dysepasia Tablets	50c	Doz. 3.00	1136 Rapid Rat Killer	10c	Doz. 1.50	
32 Eczema, display box of 20s	10c	Box 1.00	1141 Rat and Roach Paste (tubes)	15c	Doz. 1.20	
31 Eczemacin (tubes)		Doz. 3.00	1141 Rat and Roach Paste (tubes)	Large	Doz. 2.00	
47 Egg Preserver	Gal.	Doz. 9.00	1146 Roach Powder	3 oz.	Doz. 1.25	
47 Egg Preserver	½ gal.	Doz. 5.25	1148 Root Beer		Doz. 1.80	
47 Egg Preserver	Qts.	Doz. 3.00	1128 Rubber Cement (tubes)	Large	Doz. 1.10	
47 Egg Preserver	Pts.	Doz. 2.10	1128 Rubber Cement (tubes)	Small	Doz. .40	
32 Enamel, Gold	½ pts.	Doz. 4.80	1148 Rubifacine, tubes		Doz. 2.00	
32 Enamel, Aluminum	½ pts.	Doz. 3.96	1140 Salad Oil		Doz. 1.25	
32 Enamel Paint, White	½ pts.	Doz. 3.12	1148 Salve, Arnica	25c	Doz. 1.50	
32 Enamel Paint, all colors	½ pts.	Doz. 3.00	1149 Salve, Carbolicized	25c	Doz. 1.50	
32 Enamel Paint, Undercoat	½ pts.	Doz. 2.76	1149 Salve, Witch Hazel	25c	Doz. 1.50	
56 Eye Wash	1 oz.	Doz. 1.50	1138 Santonin and Cal. Loz.		Doz. 4.80	
133 Fish Food, 16s		Card 1.10	1138 Santonin Worm Loz.		Doz. 4.80	
133 Fish Food (box of 1 doz.)		Box .85	1132 Sarsaparilla Comp., Ext.	12 oz.	Doz. 6.00	
132 Fly Shake	1 gal.	Gal. 1.00	1157 Sealing Wax, ¼-lb. strips, pkg. of 1 lb.		Doz. 1.35	
132 Fly Shake	½ gal.	Gal. 1.20	1146 Seidlitz Powder, Tins	12s	Doz. 3.25	
132 Fly Shake	Qts.	Doz. 4.00	1146 Seidlitz Powder, Tins	10s	Doz. 2.75	
157 Floor Wax	Large	Doz. 4.50	1146 Seidlitz Powder, Tins	6s	Doz. 2.00	
157 Floor Wax	Medium	Doz. 2.25	1146 Seidlitz Powder	Trip	Doz. 1.00	
144 Foot Powder, Display card of 16 pkgs.	10c	Card 1.00	1146 Seidlitz Powder	Twins	Doz. .75	
144 Furniture and Auto Polish, large	8 oz.	Doz. 2.75	1146 Seidlitz Powder	Single	100s 3.00	
144 Furniture and Auto Polish, small	3 oz.	Doz. 1.50	1144 Silver Polish (Paste)	8 oz.	Doz. 2.25	
131 Fuller's Earth	1 lb.	Doz. 1.35	1150 Skare Skeeter (1 doz. dis. box)	2 oz.	Dov. 1.75	
131 Fuller's Earth	½ lb.	Doz. .85	1150 Skare Skeeter (Display card of 16)	¼ oz.	Card 1.10	
131 Fuller's Earth	¼ lb.	Doz. .60	1152 Solution Cresol. Comp.	3 oz.	Doz. 2.00	
133 Ginger, Tr. of, Double Strength	2 oz.	Doz. 3.00	1127 Soap Bark, 1 lb.	Large	Doz. 4.50	
152 Glycerin, Supposit., Adults, 12 in bot.		Doz. 2.00	1127 Soap Bark, ½ lb.	Medium	Doz. 2.50	
152 Glycerin, Supposit., Adults, 6 in bot.		Doz. 1.30	1127 Soap Bark, ¼ lb.	Small	Doz. 1.50	
152 Glycerin, Supposit., Child's, 12 in bot.		Doz. 1.70	1127 Soap Bark	2 oz.	Doz. .80	
152 Glycerin, Supposit., Child's, 6 in bot.		Doz. 1.05	1151 Soda Phosphate, Gran. Efferv.	2 oz.	Doz. 2.75	
151 Grit Soap		Doz. .80	1151 Soda Phosphate, Gran. Eff.	4 oz.	Doz. 4.00	
140 Haarlem Oil		Doz. .65	1151 Spermaceti, 1-lb. cakes		Doz. 1.75	
140 Haarlem Oil Capsules	25c	Doz. 2.00	1152 Spot Remover, large	6 oz.	Doz. 2.25	
154 Headache Tablets		Doz. .75	1152 Spot Remover (small, 1 doz. dis. box)	3 oz.	Doz. 1.25	
145 Healing Powder (Antisept.)	Large	Doz. 3.60	1152 Sprayers, Mammoth		Doz. 3.75	
145 Healing Powder (Antisept.)	Medium	Doz. 1.80	1152 Sprayers, Continuous		Doz. 9.00	
145 Healing Powder (Antisept.)	Small	Doz. .90	1129 Straw Hat Cleaner, (Display card of 18)	10c	Card .80	
34 Hellebore, White, Pd.	Large	Doz. 2.50	1131 Straw Hat Dye (Asst. Col.)	25c	Doz. 2.00	
34 Hellebore, White, Pd.	Medium	Doz. 1.50	1141 Styptic Pencils	10c	Doz. .60	
34 Hellebore, White, Pd.	Small	Doz. .90	1139 Sulphur and Cream Tar. Lz.	10c	Doz. .90	
34 Hellebore, White, Pd.	Handy Pkg.	Doz. .60	1141 Sweet Oil		Doz. 1.25	
135 Henna Powder	1 lb.	Doz. 8.00	1153 Syrup Cocillana and Cascara Comp.	3 oz.	Doz. 2.00	
135 Henna Powder	½ lb.	Doz. 2.00	1153 Syrup, Spearmint, Cough	4 oz.	Doz. 2.00	
157 Household (Polishing Wax)	½ lb.	Doz. 3.25	1153 Syrup, White Pine Comp.	25c	Doz. 1.75	
135 Influenza Tablets	25	Doz. 1.50	1153 Syrup, White Pine Comp.	4 oz.	Doz. 2.00	
135 Insect Powder	Large	Doz. 4.00	1153 Syrup, White Pine Comp.	8 oz.	Doz. 3.00	
135 Insect Powder	Medium	Doz. 2.00	1153 Syrup, Worm	4 oz.	Doz. 3.75	
135 Insect Powder	Small	Doz. 1.20	1149 Throat and Chest Salve	2 oz.	Doz. 2.00	
135 Insect Powder, bellows pkg.	15c	Doz. .75	1155 Toothache Drops	10c	Doz. .85	
136 Kalsomine, White	5 lbs.	Lb. .07½	1156 Toothache Gum	10c	Doz. .75	
154 La Grippe Tablets	25c	Doz. 1.50	1155 Tube Patch	Small	Doz. 2.00	
137 Larkspur Lotion	2 oz.	Doz. 1.75	1155 Tube Patch	Medium	Doz. 3.75	
154 Laxative Cold Tablets	25c	Doz. 1.50	1155 Tube Patch	Large	Doz. 7.00	
155 Laxative (Wafers)	25c	Doz. 1.50	1156 Univoil	2½ oz.	Doz. 1.50	
144 Liquid Metal Polish	Gal.	Doz. 15.00	1156 Univoil	6 oz.	Doz. 3.00	
144 Liquid Metal Polish	Qt.	Doz. 5.50	1139 White Pine Comp. Loz.		Doz. .85	
144 Liquid Metal Polish	¼ pt.	Doz. 2.80	1128 Wood Rim Cement, tubes	Small	Doz. .40	
			1146 Worm Powder (for Horses and Cattle)	1 lb.	Doz. 6.50	

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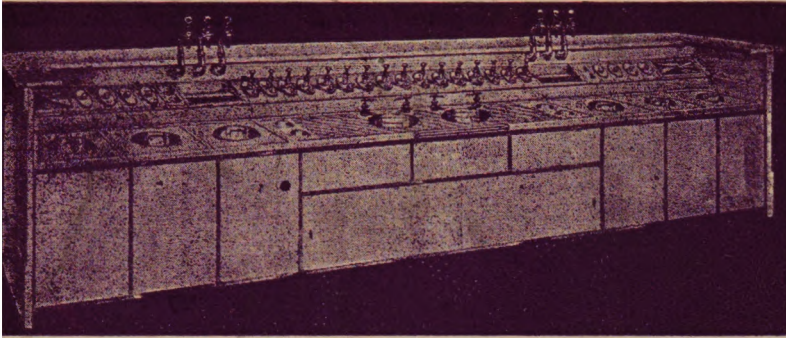
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not come from a fountain which in
will be dented, corroded or rusted and
unsanitary and inefficient, and—

appreciate the daily saving in labor cost
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roughen, stain or
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